



# **STIC Search Report**

## **EIC 3600**

### **STIC Database Tracking Number:**

**TO: Nga B Nguyen**  
**Location: KNX 5A89**  
**Art Unit : 3692**

**Case Serial Number: 09/776162**

**From: Joan Goodbody**  
**Location: EIC 3600**  
**Knox 4B71**  
**Phone: 571-272-8592**

**joan.goodbody@uspto.gov**

### **Search Notes**

Dear Nga:

Attached are the results of your search request regarding  
METHOD AND APPARATUS FOR PRICING A COMMODITY

Please let me know if you need anything further.

Joan Goodbody

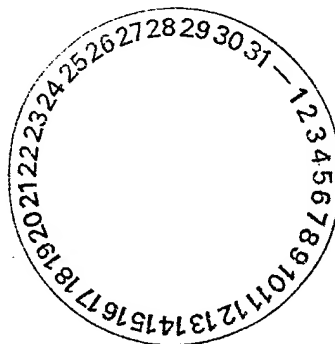
Suggs, Faye (ASRC)

209058

From: NGA NGUYEN [nga.nguyen@uspto.gov]  
Sent: Thursday, November 30, 2006 1:46 PM  
To: STIC-EIC3600  
Subject: Database Search Request, Serial Number: 09/776,162



Requester:  
NGA NGUYEN (P/3692)  
Art Unit:  
GROUP ART UNIT 3692  
Employee Number:  
76428  
Office Location:  
KNX 05A89  
Phone Number:  
(571)272-6796  
Mailbox Number:



Case serial number:  
09/776,162  
Class / Subclass(es):  
705/37  
Earliest Priority Filing Date:  
6/29/2000  
Format preferred for results:  
Paper  
Search Topic Information:

A computer implemented method of pre-setting, in a contract, pricing condition acceptable to a first party to the contract, where the contract defined a pricing period and is with a second party for future delivery of a predetermined quantity of an agricultural compmmodity, and where the commodity will have a furture, unknown, periodc market price not controlled by the first party but established by a market for the commodity, comprising:

(a) selecting, by entry into a computer by the first party, a predetermined market factor selected from the group consisting of a predetermined time factor, a predetermined price factor, a predetermined trend factor, a predetermined market status factor, and a predetermined market control factor;

(b) determining at a first time period during the pricing period at least one of a first market condition selected from the group consisting of a first time condition, a first price condition, a first trend condition, a first market status condition, and a first market control condition;

(c) providing a formula capable of comparing said predetermined market factor to said first market condition to determine the existence of a favorable pricing condition for a first portion of the predetermined quantity of the commodity;

(d) applying said formula to said predetermined market factor and said first market condition during the pricing period to determine the existence of a first favorable pricing condition;

(e) pricing a first portion of the predetermined quantity of the commodity at the market price established at that time by the market, when said application of said formula to said predetermined market factor and said first market condition indicates the existence of said first favorable pricing condition, and storing the pricing of the first portion in a computer;

(f) determining at a second time period during the pricing period a second market condition selected from the group consisting of a second time condition, a second price condition, a second trend condition, a second market status condition and a second market control condition, and communicating the first market condition to a computer;

(g) applying with a computing device said formula to said predetermined market factor and said

and market condition during the pricing period to determine the existence of a second favorable pricing condition; and

(h) pricing a second portion of the predetermined quantity of the commodity when said application of said formula to said predetermined market factor and said second market condition indicates the existence of said second favorable pricing condition, and sign the pricing of the second portion in a computer.

Special Instructions and Other Comments:

Set	Items	Description
S1	2	S AU=(BEURSKENS F? OR BEURSKENS, F? OR BEURSKENS(2N) FRANK)

; show files

[File 350] **Derwent WPI** 1963-2006/UD=200677

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*\*File 350: DWPI has been enhanced to extend content and functionality of the database. For more info, visit <http://www.dialog.com/dwpi/>.*

[File 347] **JAPIO** Dec 1976-2006/Aug(Updated 061130)

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1/5/1 (Item 1 from file: 350) [Links](#)

Derwent WPI

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0015008300

WPI Acc no: 2005-356210/200536

XRAM Acc no: C2005-110297

**Treating diseases involving monocytic activity (e.g. cancer, neurological, hematological, cardiac or metabolic disorders) comprises administering an interleukin-15 antagonist that induces apoptosis of monocytes**

Patent Assignee: GENMAB AS (GENM-N)

Inventor: BAADSGAARD O; BAADSGAARD O D M; BEURSKENS F; PARREN P; PETERSEN J;  
SCHUURMAN J; PETERSEN J R

Patent Family ( 3 patents, 107 countries )

Patent Number	Kind	Date	Application Number	Kind	Date	Update	Type
WO 2005044303	A1	20050519	WO 20041B3895	A	20041105	200536	B
US 20050123542	A1	20050609	US 2003518552	P	20031106	200538	E
			US 2004982725	A	20041104		
EP 1687027	A1	20060809	EP 2004798997	A	20041105	200652	E
			WO 20041B3895	A	20041105		

Priority Applications (no., kind, date): US 2004982725 A 20041104; US 2003518552 P 20031106

Patent Details

Patent Number	Kind	Lan	Pgs	Draw	Filing Notes	
WO 2005044303	A1	EN	38	1		
National Designated States,Original	AE AG AL AM AT AU AZ BA BB BG BR BW BY BZ CA CH CN CO CR CU CZ DE DK DM DZ EC EE EG ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NA NI NO NZ OM PG PH PL PT RO RU SC SD SE SG SK SL SY TJ TM TN TR TT TZ UA UG US UZ VC VN YU ZA ZM ZW					
Regional Designated States,Original	AT BE BG BW CH CY CZ DE DK EA EE ES FI FR GB GH GM GR HU IE IS IT KE LS LU MC MW MZ NA NL OA PL PT RO SD SE SI SK SL SZ TR TZ UG ZM ZW					
US 20050123542	A1	EN			Related to Provisional	US 2003518552
EP 1687027	A1	EN			PCT Application	WO 20041B3895
					Based on OPI patent	WO 2005044303
Regional Designated States,Original	AL AT BE BG CH CY CZ DE DK EE ES FI FR GB GR HR HU IE IS IT LI LT LU LV MC MK NL PL PT RO SE SI SK TR YU					

Alerting Abstract WO A1

NOVELTY - Treating a disease involving monocytic activity comprising administering an interleukin-15 (IL-15)

antagonist that induces apoptosis of monocytes, is new.

**ACTIVITY** - Antigout; Neuroprotective; Gastrointestinal-Gen.; Hepatotropic; Antiallergic; Antianemic; Dermatological; Respiratory-Gen.; Cytostatic; Endocrine-Gen.; Vasotropic; Antimicrobial; Nephrotropic; Muscular-Gen.; Cardiant; Metabolic; Anticoagulant; Osteopathic; Antiinflammatory; Antipyretic; Cerebroprotective; Vulnerary; CNS-Gen.; Nootropic; Virucide; Immunosuppressive; Antiseborrheic; Antidiabetic; Antithyroid; Protozoacide; Hypotensive; Hemostatic; Apoptotic.

No biological data given.

**MECHANISM OF ACTION** - Interleukin-15-Antagonist. (claimed)

**USE** - The method is useful for treating disorders involving monocytic activity, such as gout, connective disorders selected from systemic sclerosis, retroperitoneal fibrosis, familial Mediterranean fever, and tumor necrosis factor receptor-associated periodic syndromes; neurological disorders selected from multiple sclerosis, stroke, cerebral trauma, Guillain-Barre syndrome/polyradiculitis, chronic inflammatory demyelinating polyneuropathy, and Alzheimer's disease; gastrointestinal or hepatic disorders selected from alcoholic hepatitis, hepatitis C, acute pancreatitis, Whipple's disease, chronic active hepatitis, and sclerosing cholangitis; allergic disorders selected from chronic urticaria and angioedema; hematological disorders selected from hemophagocytic syndrome and histiocytosis X; skin disorders selected from pemphigus vulgaris, toxic/irritative contact eczema, linear IgA dermatitis, dermatitis herpetiformis, epidermolysis bullosa acquisita, acne vulgaris and rosacea; pulmonary disorders selected from severe acute respiratory distress syndrome, pulmonary silicosis, berylliosis, and asbestosis; prostatic cancer, endocrinological disorders selected from insulin-dependent diabetes mellitus, and subacute thyroiditis; vasculitis selected from panniculitis, erythema nodosum, and Behcet's syndrome; infectious disorders selected from leishmaniasis and infectious mononucleosis; kidney disorders selected from chronic renal failure, acute glomerulonephritis, chronic glomerulonephritis, ANCA-associated nephritides, and nephrosclerosis; muscle disorders, cardiac disorders selected from acute myocardial infarction, acute coronary syndromes, and unstable coronary disease; circulatory disorders selected from arterial hypertension or pulmonary hypertension; metabolic disorders selected from Gaucher's disease or Fabry's disease; coagulation disorders selected from disseminated intravascular coagulation, thrombotic thrombocytopenic purpura, or hemolytic-uremic syndrome; or bone disorders, e.g. osteoporosis. (All claimed).

**Title Terms /Index Terms/Additional Words:** TREAT; DISEASE; ACTIVE; CANCER; NEUROLOGICAL; HAEMATOLOGICAL; CARDIAC; METABOLISM; DISORDER ; COMPRISE; ADMINISTER; INTERLEUKIN; ANTAGONIST; INDUCE; MONOCYTE

#### Class Codes

International Patent Classification

IPC	Class Level	Scope	Position	Status	Version Date
A61K-0039/395	A	I	F	B	20060101
A61P-0013/10	A	I	L	B	20060101
A61P-0017/00	A	I	L	B	20060101
A61P-0017/06	A	I	L	B	20060101
A61P-0035/00	A	I	L	B	20060101
A61P-0037/00	A	I	L	B	20060101
A61P-0005/00	A	I	L	B	20060101
C07K-0016/24	A	I		R	20060101
A61P-0013/00	C	I	L	B	20060101
C07K-0016/18	C	I		R	20060101

US Classification, Issued: 530388230, 514012000, 424085200, 424145100

File Segment: CPI

DWPI Class: B04; D16

Manual Codes (CPI/A-N): B04-G02; B04-G21; B04-K01G; B14-A01; B14-A02; B14-A02A3; B14-A02A7; B14-A03F; B14-C02; B14-C03; B14-C04; B14-D01; B14-E10; B14-F01B; B14-F02; B14-F04; B14-F08; B14-G02; B14-H01F4; B14-H03 ; B14-J01; B14-K01; B14-L07; B14-N01A; B14-N10; B14-N11; B14-N12; B14-N13 ; B14-N16; B14-N17; B14-S04; B14-S13; B14-S16; D05-H11A

1/5/2 (Item 2 from file: 350) [Links](#)

Derwent WPI

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0012723619 *Drawing available*

WPI Acc no: 2002-575700/200261

XRPX Acc No: N2002-456381

**Commodity pricing method using predetermined formula incorporating market conditions**

Patent Assignee: BEURSKENS F (BEUR-I); E-MARKETS INC (EMAR-N)

Inventor: **BEURSKENS F**

Patent Family ( 3 patents, 93 countries )

Patent Number	Kind	Date	Application Number	Kind	Date	Update	Type
WO 2002063534	A2	20020815	WO 2002US3004	A	20020201	200261	B
AU 2002235507	A1	20020819	AU 2002235507	A	20020201	200427	E
US 20050114252	A1	20050526	US 2001776162	A	20010202	200535	E

Priority Applications (no., kind, date): US 2001776162 A 20010202

Patent Details

Patent Number	Kind	Lan	Pgs	Draw	Filing Notes	
WO 2002063534	A2	EN	61	20		
National Designated States,Original	AE AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU CZ DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW					
Regional Designated States,Original	AT BE CH CY DE DK EA ES FI FR GB GH GM GR IE IT KE LS LU MC MW MZ NL OA PT SD SE SL SZ TR TZ UG ZM ZW					
AU 2002235507	A1	EN			Based on OPI patent	WO 2002063534

### Alerting Abstract WO A2

**NOVELTY** - The method involves selecting a predetermined market factor from predetermined time, price, trend, market status and market control factors. A market condition is determined. A formula is provided capable of comparing the predetermined market factor to the first market condition. The formula is applied to determine the existence of a favourable pricing condition.

A first portion of the commodity is priced when the favourable pricing condition is indicated. In a similar way the existence of a second favourable pricing condition is determined. A second portion of the commodity is priced when the second favourable pricing conditions exist.

**DESCRIPTION** - An **INDEPENDENT CLAIM** is included for a system for contracting for the pricing of a commodity over a network.

**USE** - For pricing commodities.

**ADVANTAGE** - Uses pre-determined formulae to price various portions of a commodity. Reduces impact on commodity supplier of market price downturns.

**DESCRIPTION OF DRAWINGS** - The figure shows the invention.

**Title Terms /Index Terms/Additional Words:** COMMODITY; PRICE; METHOD; PREDETERMINED; FORMULA; INCORPORATE; MARKET; CONDITION

### Class Codes

#### International Patent Classification

IPC	Class Level	Scope	Position	Status	Version Date
G06F-017/60			Main		"Version 7"

US Classification, Issued: 705037000

File Segment: EPI;

DWPI Class: T01; T05

Manual Codes (EPI/S-X): T01-N01A1; T01-N01A2; T05-L01D

? d s

Set	Items	Description
S1	4	S AU=(BEURSKENS F? OR BEURSKENS, F? OR BEURSKENS(2N) FRANK)

; show files

[File 348] **EUROPEAN PATENTS** 1978-2006/ 200649

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*\*File 348: For important information about IPCR/8 and forthcoming changes to the IC= index, see HELP NEWSIPCR.*

[File 349] **PCT FULLTEXT** 1979-2006/UB=20061207UT=20061130

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*\*File 349: For important information about IPCR/8 and forthcoming changes to the IC= index, see HELP NEWSIPCR.*

1/5/1 (Item 1 from file: 348) [Links](#)

EUROPEAN PATENTS

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01925997

**HUMAN ANTI IL-15 ANTIBODY 146B7 INDUCING MONOCYTES APOPTOSIS, THERAPEUTICAL USES THEREOF**

HUMANER ANTI-IL-15-ANTIKORPER 146B7 ZUR INDUKTION VON MONOZYTEN-APOPTOSE, THERAPEUTISCHE ANWENDUNGEN DAVON

ANTICORPS HUMAIN 146B7 ANTI-IL-15 INDUISANT L'APOPTOSE DES MONOCYTES ET USAGES THERAPEUTIQUES DE CELUI-CI

**Patent Assignee:**

- **Genmab A/S; (4243650)**  
Toldbodgade 33; 1253 Copenhagen K; (DK)  
(Applicant designated States: all)

**Inventor:**

- **BEURSKENS, Frank**  
Julianaweg 310; 3523 XK Utrecht; (NL)
- **SCHUURMAN, Janine**  
Avogadrostraat 11-3; NL-1098 SP Amsterdam; (NL)
- **PARREN, Paul**  
Werdorperwaard 17; NL-3984 PR Odyk; (NL)
- **PETERSEN, J rgen**  
Solkrogen 6; DK-2960 Rungsted Kyst; (DK)
- **BAADSGAARD, Ole, D.M. Sc.**  
Kyrkogatan 3; S-21122 Malm; (SE)

**Legal Representative:**

- **Woods, Geoffrey Corlett (48721)**  
J.A. KEMP & CO. Gray's Inn 14 South Square; London WC1R 5JJ; (GB)

	Country	Number	Kind	Date	
Patent	EP	1687027	A1	20060809	(Basic)
	WO	2005044303		20050519	
Application	EP	2004798997		20041105	
	WO	2004IB3895		20041105	
Priorities	US	518552	P	20031106	

**Designated States:**

AT; BE; BG; CH; CY; CZ; DE; DK; EE; ES;  
FI; FR; GB; GR; HU; IE; IS; IT; LI; LU;

MC; NL; PL; PT; RO; SE; SI; SK; TR;

**Extended Designated States:**

AL; HR; LT; LV; MK; YU;

**International Patent Class (V7):** A61K-039/395; A61P-017/06; A61P-035/00; A61P-037/00; A61P-017/00; A61P-013/10; A61P-005/00

IPC	Level	Value	Position	Status	Version	Action	Source	Office
A61K-0039/395	A	I	F	B	20060101	20050526	H	EP
A61P-0017/06	A	I	L	B	20060101	20050526	H	EP
A61P-0035/00	A	I	L	B	20060101	20050526	H	EP
A61P-0037/00	A	I	L	B	20060101	20050526	H	EP
A61P-0017/00	A	I	L	B	20060101	20050526	H	EP
A61P-0013/10	A	I	L	B	20060101	20050526	H	EP
A61P-0005/00	A	I	L	B	20060101	20050526	H	EP

**NOTE:** No A-document published by EPO

Type	Pub. Date	Kind	Text
Application:	20050713	A1	International application. (Art. 158(1))
Application:	20050713	A1	International application entering European phase
Application:	20060809	A1	Published application with search report
Examination:	20060809	A1	Date of request for examination: 20060511

Publication: English

Procedural: English

Application: English

Available Text	Language	Update	Word Count
Total Word Count (Document A) 0			
Total Word Count (Document B) 0			
Total Word Count (All Documents) 0			

1/5/2 (Item 2 from file: 348) [Links](#)

EUROPEAN PATENTS

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01459782

**METHOD AND APPARATUS FOR PRICING A COMMODITY**

**VERFAHREN UND VORRICHTUNG FÜR DIE PREISBESTIMMUNG EINES PRODUKTS**

**PROCEDE ET SYSTEME D'ETABLISSEMENT DU PRIX D'UN PRODUIT**

**Patent Assignee:**

- **E-Markets, Inc.;** (4187140)  
1606 Golden Aspen Drive, Suite 108; Ames, IA 50010-8011; (US)  
(Applicant designated States: all)

**Inventor:**

- **BEURSKENS, Frank**  
1606 Golden Aspen Drive, Suite 108; Ames, IA 50010-8011; (US)

	Country	Number	Kind	Date
	WO	2002063534		20020815
Application	EP	2002702124		20020201
	WO	2002US3004		20020201
Priorities	US	776162		20010202

**Designated States:**

AT; BE; CH; CY; DE; DK; ES; FI; FR; GB;  
GR; IE; IT; LI; LU; MC; NL; PT; SE; TR;

**Extended Designated States:**

AL; LT; LV; MK; RO; SI;

**International Patent Class (V7): G06F-017/60**

Type	Pub. Date	Kind	Text
Application:	20021009	A2	International application. (Art. 158(1))
Application:	20021009	A2	International application entering European phase
Application:	20040331	A2	International application. (Art. 158(1))
Appl Changed:	20040331	A2	International application not entering European phase
Withdrawal:	20040331	A2	Date application deemed withdrawn: 20030903

Publication: English

Procedural: English

Application: English

Available Text	Language	Update	Word Count
Total Word Count (Document A)			
Total Word Count (Document B)			
Total Word Count (All Documents)			

1/5/3 (Item 1 from file: 349) [Links](#)

PCT FULLTEXT

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01238862

**HUMAN ANTI IL-15 ANTIBODY 146B7 INDUCING MONOCYTES APOPTOSIS, THERAPEUTICAL USES THEREOF**

ANTICORPS HUMAIN 146B7 ANTI-IL-15 INDUISANT L'APOPTOSE DES MONOCYTES ET USAGES THERAPEUTIQUES DE CELUI-CI

**Patent Applicant/Patent Assignee:**

- **GENMAB A S**; Toldbodgade 33, 1253 Copenhagen K  
DK; DK(Residence); DK(Nationality)  
(For all designated states except: US)
- **BEURSKENS Frank**; Julianaweg 310, 3523 XK Utrecht  
NL; CA(Residence); CH(Nationality)  
(Designated only for: US)
- **SCHUURMAN Janine**; Avogadrostraat 11-3, NL-1098 SP Amsterdam  
NL; NL(Residence); NL(Nationality)  
(Designated only for: US)
- **PARREN Paul**; Werdorperwaard 17, NL-3984 PR Odyk  
NL; NL(Residence); NL(Nationality)  
(Designated only for: US)
- **PETERSEN Jorgen**; Solkrogen 6, DK-2960 Rungsted Kyst  
DK; DK(Residence); DK(Nationality)  
(Designated only for: US)
- **BAADSGAARD Ole D M Sc**; Kyrgogatan 3, S-21122 Malmo  
SE; SE(Residence); DK(Nationality)  
(Designated only for: US)

**Patent Applicant/Inventor:**

- **BEURSKENS Frank**  
Julianaweg 310, 3523 XK Utrecht; NL; CA(Residence); CH(Nationality); (Designated only for: US)
- **SCHUURMAN Janine**  
Avogadrostraat 11-3, NL-1098 SP Amsterdam; NL; NL(Residence); NL(Nationality); (Designated only for: US)
- **PARREN Paul**  
Werdorperwaard 17, NL-3984 PR Odyk; NL; NL(Residence); NL(Nationality); (Designated only for: US)
- **PETERSEN Jorgen**  
Solkrogen 6, DK-2960 Rungsted Kyst; DK; DK(Residence); DK(Nationality); (Designated only for: US)
- **BAADSGAARD Ole D M Sc**  
Kyrgogatan 3, S-21122 Malmo; SE; SE(Residence); DK(Nationality); (Designated only for: US)

**Legal Representative:**

- **REMILLARD Jane E(et al)(agent)**

Lahive & Cockfield, LLP, 28 State Street, Boston, MA 02109; US;

	Country	Number	Kind	Date
Patent	WO	200544303	A1	20050519
Application	WO	20041B3895		20041105
Priorities	US	2003518552		20031106

**Designated States:** (All protection types applied unless otherwise stated - for applications 2004+)

AE; AG; AL; AM; AT; AU; AZ; BA; BB; BG;  
BR; BW; BY; BZ; CA; CH; CN; CO; CR; CU;  
CZ; DE; DK; DM; DZ; EC; EE; EG; ES; FI;  
GB; GD; GE; GH; GM; HR; HU; ID; IL; IN;  
IS; JP; KE; KG; KP; KR; KZ; LC; LK; LR;  
LS; LT; LU; LV; MA; MD; MG; MK; MN; MW;  
MX; MZ; NA; NI; NO; NZ; OM; PG; PH; PL;  
PT; RO; RU; SC; SD; SE; SG; SK; SL; SY;  
TJ; TM; TN; TR; TT; TZ; UA; UG; US; UZ;  
VC; VN; YU; ZA; ZM; ZW;

[EP] AT; BE; BG; CH; CY; CZ; DE; DK; EE; ES;  
FI; FR; GB; GR; HU; IE; IS; IT; LU; MC;  
NL; PL; PT; RO; SE; SI; SK; TR;

[OA] BF; BJ; CF; CG; CI; CM; GA; GN; GQ; GW;  
ML; MR; NE; SN; TD; TG;

[AP] BW; GH; GM; KE; LS; MW; MZ; NA; SD; SL;  
SZ; TZ; UG; ZM; ZW;

[EA] AM; AZ; BY; KG; KZ; MD; RU; TJ; TM;

**Main International Patent Classes (Version 7):**

IPC	Level
A61K-039/395	Main
A61P-017/06	
A61P-035/00	
A61P-037/00	
A61P-017/00	
A61P-013/10	
A61P-005/00	

Publication Language: English

Filing Language: English

Fulltext word count: 8686

**English Abstract:**

Methods for treating disorders involving monocytic activity by administering IL-15 antagonists that induce apoptosis

of monocytes are disclosed.

**French Abstract:**

L'invention concerne des methodes pour traiter des troubles impliquant une activite monocytique par l'administration d'antagonistes de l'IL-15 induisant l'apoptose des monocytes.

Type	Pub. Date	Kind	Text
Publication	20050519	A1	With international search report.
Publication	20050519	A1	Before the expiration of the time limit for amending the claims and to be republished in the event of the receipt of amendments.

1/5/4 (Item 2 from file: 349) [Links](#)

PCT FULLTEXT

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00930257

**METHOD AND APPARATUS FOR PRICING A COMMODITY**

PROCEDE ET SYSTEME D'ETABLISSEMENT DU PRIX D'UN PRODUIT

**Patent Applicant/Patent Assignee:**

- **E-MARKETS INC**; 1606 Golden Aspen Drive, Suite 108, Ames, IA 50010-8011  
US; US(Residence); US(Nationality)  
(For all designated states except: US)
- **BEURSKENS Frank**; 1606 Golden Aspen Drive, Suite 108, Ames, IA 50010-8011  
US; US(Residence); US(Nationality)  
(Designated only for: US)

**Patent Applicant/Inventor:**

- **BEURSKENS Frank**  
1606 Golden Aspen Drive, Suite 108, Ames, IA 50010-8011; US; US(Residence); US(Nationality); (Designated only for: US)

**Legal Representative:**

- **HANSING Mark D(et al)(agent)**  
McKee, Voorhees & Sease, P.L.C., 801 Grand Avenue, Suite 3200, Des Moines, IA 50309-2721; US;

	Country	Number	Kind	Date
Patent	WO	200263534	A2	20020815
Application	WO	2002US3004		20020201
Priorities	US	2001776162		20010202

**Designated States:** (All protection types applied unless otherwise stated - for applications 2004+)

[EP] AT; BE; CH; CY; DE; DK; ES; FI; FR; GB;  
GR; IE; IT; LU; MC; NL; PT; SE; TR;

[OA] BF; BJ; CF; CG; CI; CM; GA; GN; GQ; GW;  
ML; MR; NE; SN; TD; TG;

[AP] GH; GM; KE; LS; MW; MZ; SD; SL; SZ; TZ;  
UG; ZM; ZW;

[EA] AM; AZ; BY; KG; KZ; MD; RU; TJ; TM;

**Main International Patent Classes (Version 7):**

IPC	Level
G06F-017/60	Main

Publication Language: English

Filing Language: English

Fulltext word count: 11491

**English Abstract:**

**French Abstract:**

Type	Pub. Date	Kind	Text
Publication	20020815	A2	With declaration under Article 17(2)(a); without abstract; title not checked by the International Searching Authority.

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Set      Items  Description
S1       3      S AU=(BEURSKENS F? OR BEURSKENS, F? OR BEURSKENS(2N) FRANK)
; show files

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[File 2] **INSPEC** 1898-2006/Dec W1

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[File 35] **Dissertation Abs Online** 1861-2006/Nov

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[File 65] **Inside Conferences** 1993-2006/Dec 11

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661439

**Title: The Economics of Dot.coms and E-Commerce in the Agrifood Sector**

**Author: Beurskens, Frank**

**Author Affiliation: AgriBiz and Associates, Inc, Buffalo**

**Journal Name: Review of Agricultural Economics ,**

**Journal Volume & Issue: 25 1 ,**

**Pages: 22-28**

**Publication Date: 2003**

**Availability:** <http://www.blackwellpublishing.com/journal.asp?ref=1058-7195>>Publisher's URL</a>

**ISSN: 1058-7195**

Ebsco

**Document Type: Journal Article**

**Abstract Indicator: Abstract Author: Beurskens, Frank**

1/3,K/2 (Item 1 from file: 148) [Links](#)

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08791675 **Supplier Number: 18465757**

**Information technologies to impact commodity marketing.**

**Beurskens, Frank**

Feedstuffs , v68 , n21 , p42(4)

May 20 , 1996

ISSN: 0014-9624

**Language: English**

**Record Type: Abstract**

**Beurskens, Frank**

1/3,K/3 (Item 2 from file: 148) [Links](#)

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08557937 **Supplier Number: 18137206**

**Internet forcing agribusiness managers to see new opportunities for information.(Special Issue)**

**Beurskens, Frank**

Feedstuffs , v68 , n4 , p40(1)

Jan 22 , 1996

ISSN: 0014-9624

**Language: English**

**Record Type: Abstract**

**Beurskens, Frank**



2003

## The Economics of Dot.coms and E-commerce in the Agrifood Sector

Frank Beurskens

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The Internet, as a distributed information system, has the capability to reinforce the current structure of the U.S. agricultural and food system, and/or to facilitate shifts in the pattern of structural change. E-commerce can act as a coordinating mechanism that will strengthen the tendencies toward growth in firm size and agribusiness consolidation. On the other hand, the Internet could foster greater numbers of smaller, entrepreneurial firms. In reviewing the factors that support both types of effect, I conclude that we have yet to see which one influence outweighs the other.

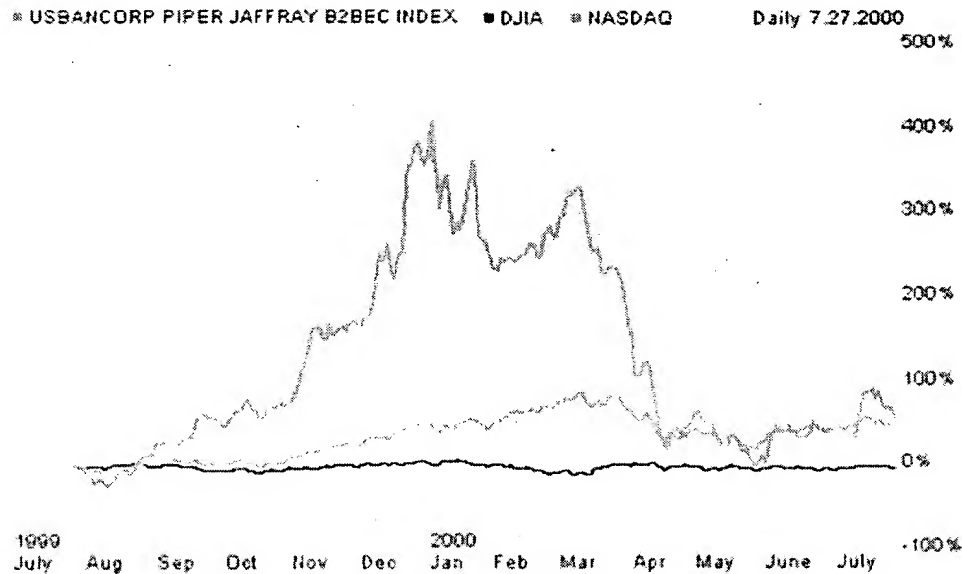
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The transportation network of the late 1800s, represented by the introduction of railroads and roads, had a dramatic impact on the form and organization of U.S. businesses. The energy network, represented by electricity and electrification of the country, emerged shortly thereafter, and moved the United States from steam power to a more decentralized source of energy. The communication network, represented by telephone or telegraph, likewise reduced distance as a factor in business organization and efficiency—increasing the ability to communicate and conduct business across a larger geographical area. Today, the Internet represents the latest “network”—the “information network”—which further shortens distances and increases the ability to communicate and transact across geographical boundaries. Viewed as a new infrastructure, the Internet will have a profound impact on business organization.

New organizational structures are already emerging as the economics of “dot.coms” and new marketplaces take shape. Figure 1 illustrates the financial emergence of dot.coms. Following a period of overvaluation, represented by the market peak in December and January 2000, dot.com companies have been devalued closer to their real worth. Many startups have exited the industry as the vision of what could be clashes with the reality of cash flow. The old economics are still in place; dot.com companies like every other company must generate more

■ Frank Beurskens is President of AgriBiz and Associates, Inc., Buffalo, New York.

**Figure 1. B2B Index—U.S. Bancorp Piper Jaffray B2BEC Index, July 27, 2000**



Source: U.S. Bancorp.

Note: The three indices were set equal to 100 as of July 1, 1999.

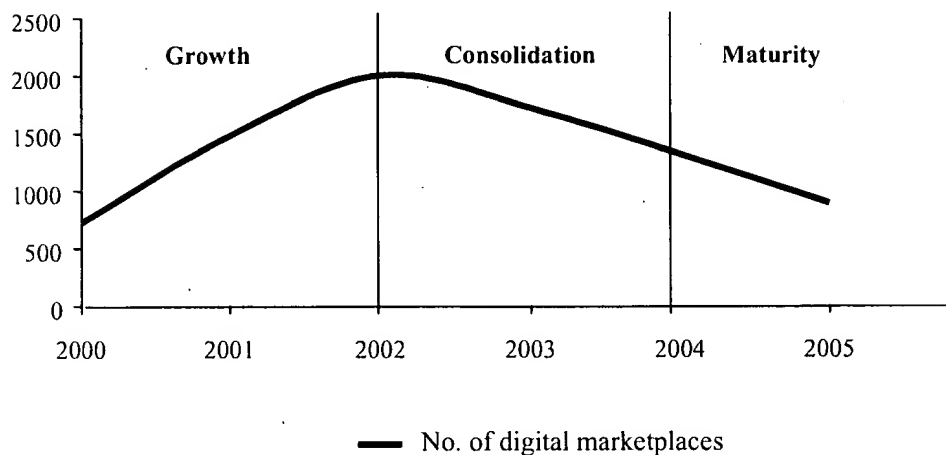
revenues than they spend. The focus now will be the conversion of the Internet infrastructure into true business processes capable of adding customer value.

As a result of the recent restructuring of the dot.com sector, firms must pay attention to their cash flow and balance sheets, and provide true value to their customers. Figure 2 shows the likely growth, consolidation, and maturity of the industry, and mimics the capitalization chart shown previously. The economy was in a growth stage until early 2000 with new entrant dot.coms and business-to-business (B2B) companies emerging almost daily. This is part of the normal process of evolving technologies, where a large number of firms attempt to identify the "dominant design" or new business opportunity. Consolidation follows periods of rapid growth, which is now taking place in all sectors including agriculture. Eventually, a period of maturity settles in, as the dominant business design emerges and firms compete on processes and costs. Those dot.com and B2B companies that identify an opportunity that brings value to the marketplace will survive. There will be fewer than exist today. No one knows who the remaining players will be.

### Emerging Organizational Models

The structure of the U.S. food system can be characterized by four sectors that lie on a continuum of few to many sellers and buyers (Westhead et al.). The upper left quadrant of figure 3 contains the "crop output" sector, representing roughly 5% of the food system's sales value. Crop output reflects the production of corn, oilseeds, wheat, and livestock by producers. Many sellers and very few buyers

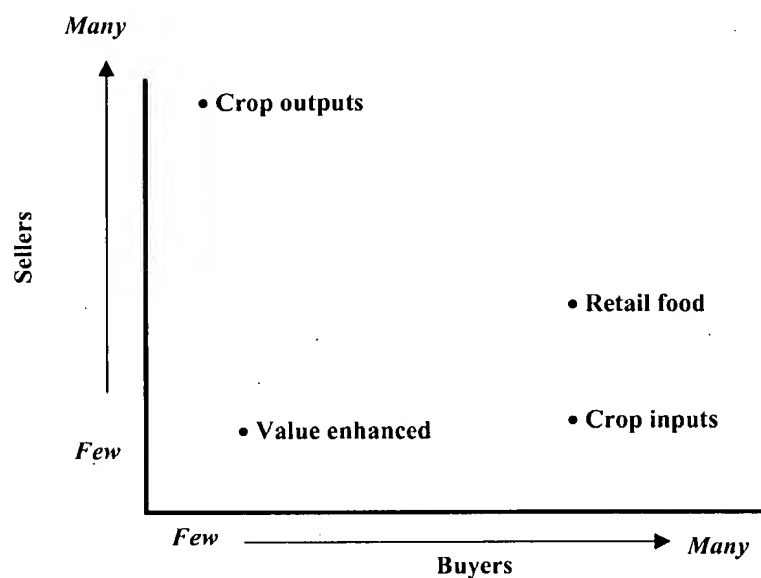
**Figure 2. Innovation cycle in the dot.com sector**



Source: Walravens and Chung.

Note: All figures are estimates by year.

**Figure 3. Schematic of the U.S. food system**



characterize this sector. In the lower left quadrant lies the “value enhanced” sector, made up of relatively few sellers and buyers. This sector consists of the agricultural processing and packing firms that take farm output and convert it into higher-valued products. There are two sectors in the lower right quadrant. Relatively few sellers and many buyers characterize the “food retail” sector comprising 40–45% of food system value. Finally, relatively few sellers and many buyers represent

the "crop input" sector, consisting of "sellers" of seed and agrochemicals and "buyers" of agricultural inputs. The crop-input sector represents around 31% of the market.

In markets characterized by many sellers and buyers, market participants generally have equal access to pricing information. In markets with many sellers to few buyers, or few sellers to many buyers, information is aggregated among the few. This asymmetry provides a market opportunity for those with access to information. Agricultural producers do not communicate with each other; their planting and purchasing decisions are made independently. As a result, grain elevators, processors, or others that buy grain from producers have the opportunity to capture more information because they observe the marketing actions of many sellers and interact directly with few buyers. As a result, they are able to profit from that information. In the case of crop input markets, characterized by few sellers and many buyers, manufacturers observe producer demand based on historical purchases and current sales patterns. This aggregated information provides manufacturers with data necessary to make efficient production and pricing decisions.

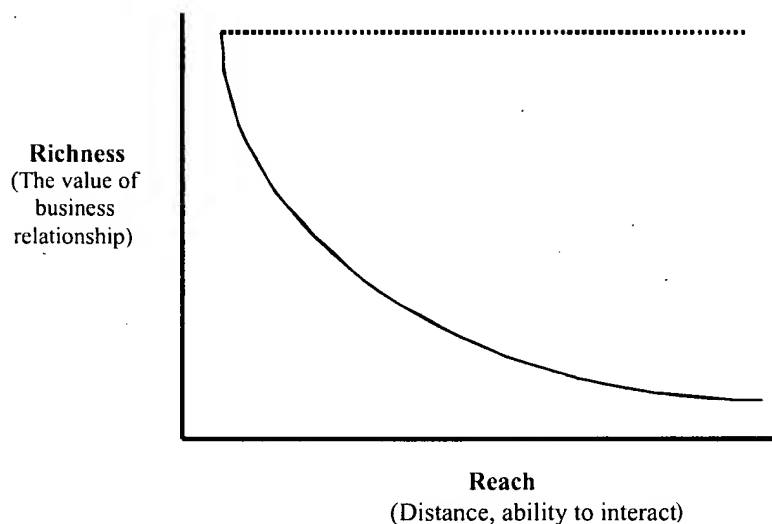
In few-to-many markets, there is an opportunity for aggregation and collaboration. For example, if producers decided to aggregate products they have to sell, they could alter the structure of output markets by reducing the number of sellers. Business models based on this premise include farmer cooperatives.

Collaboration is another contractual mechanism for aggregating and utilizing information in markets characterized by few buyers. Buyers have an opportunity to organize and align the many sellers. Through collaborative agreements, fragmented sellers can make decisions aligned with the needs of a particular buyer. A wheat mill that has identified specific baking characteristics for its products would be an example of such a collaborative relationship. To achieve those characteristics, the mill may choose to contract with farmers for specific wheat varieties with the best baking characteristics. Such collaboration and aggregation models provide dot.com companies with opportunities to create private marketplaces for specific segments.

The traditional commodity exchange model is a public market because it depends on anonymous exchange from many to many. The other three business models mentioned previously are private markets that align a select group of sellers or a select group of buyers to improve efficiency and coordination.

### **Time and Distance in Business Models**

Figure 4 depicts how time and distance impact business relationships. In the past, the richness and reach of business relationships largely drove the traditional rules of commerce (Wurster). That is, to have a rich business relationship with customers or other businesses, transactions typically took place on a local or one-on-one basis. The further away from one's physical location, the more difficult it was to maintain a rich business relationship. The Internet expands our ability to provide rich information across distances. With the Internet, a small firm can market products to the world. Rich information can flow between buyer and seller beyond the limitations of physical boundaries. The ability to expand richness across distance is important because it influences how firms will organize. What

**Figure 4. The richness and reach of business relationships**

is the optimal size of a firm that can conduct business based on rich relationships absent boundaries?

### **Impact of the Internet on Agriculture**

Agriculture is characterized by a fragmented production base with consolidation on either side. Production is a commodity-based system. However, there is a growing trend toward identity-preserving products with specific attributes requiring increased information flows between participants. The majority of farm production is processed by food processors with minimal communication between producers and processors.

Producers and end users have equal and opposite commodity price risks. Producers desire higher prices and end users desire lower prices. Despite such opposing positions, the product moves reasonably well between producer and end user. Additional efficiencies might result if the two parties cooperated in pricing and decision making, in effect canceling out the impact of price risk while improving product quality.

There are significant transaction costs associated with the present structure. Managing freight logistics is time consuming. Every railcar requires a grade and weight certificate, which is transferred from seller(s) to buyer(s). Search and discovery costs are high. End users find it costly to originate attribute-specific grain within the commodity system. Internet-enabled processes may reduce such transaction costs.

R. H. Coase identified issues in his 1937 paper, "The Nature of the Firm," that are still relevant today. Coase argued that all changes improving managerial techniques tend to increase firm size. In addition, inventions that bring factors of production closer together, by lessening their spatial distribution, tend to increase firm size. On the other hand, Coase argued a technology that reduces

transaction costs (i.e., through reducing the costs of the pricing mechanism itself) more than organizational costs could reduce firm size. This raises the question: Will the new information network make it cheaper to organize around virtual business relationships compared to conducting business through traditional anonymous exchange? Other research also suggests a relationship between technology and coordination. Brynjolfsson and Hitt argue that many of our economic institutions emerged in an era of relatively high communication costs, limited computational capability, and related information constraints. Information technology is a powerful tool that reduces coordination, communication, and information-processing costs. The technology, in effect, can lower the costs of organization. This implies that firm size will increase as result of technology that improves coordination, communication, and information processing. Malone and Laubacher argue that business organizations are, in essence, mechanisms for coordination. They exist to guide the flow of workers, materials, ideas, and money through production, distribution, and marketing, and the form that they take is strongly affected by available coordination technologies.

Price signals have been the primary coordination mechanism in agriculture. Price influences what is produced, what inputs (genetics, seeds, and chemicals) are used, and where product is delivered. Will price be replaced as the primary coordination mechanism? Will Internet-based firms replace or reduce the role of price? Will organizational structures emerge that do a better job of coordinating agriculture?

There is some evidence that this may already be happening. Industry consolidation and the formation of business consortiums is a recent phenomenon in agriculture. For example, Cargill (a leader in strategic response to the new information network) has formed a number of new ventures. Cargill organized *Levelseas.com*, an ocean freight marketplace, and *meatandpoultry.com*, which brings together Cargill and IBP, Smithfield and Tyson, and Goldkist and Farmland to better coordinate the meat and poultry sectors. *Rooster.com*, an electronic shopping mall for farmers, is also a venture of Cargill, DuPont, and Cenex Harvest States. In addition, the EFS network (a Cargill joint venture), Sysco Corporation (one of the largest food distribution companies), Tyson Foods, and McDonalds—four companies from different segments of the food service industry—set up a business-to-business marketplace. This consortium includes all segments of the food service industry, from food manufacturers and distributors to retail chain operators. Similar ventures are occurring in other industries. *eSteel* brings together global steel firms to coordinate and increase efficiency in the steel industry. Novapoint, a partnership of Ariba, an Internet transaction engine company, has combined activities with food and beverage manufacturers to design, coordinate, and share information among those involved in that industry.

Will the emerging information network result in larger firm size or stimulate formation of new, smaller firms that can effectively compete? The verdict is still out.

## **Conclusions**

The Internet is a distributed rather than centralized information network. Yet the organizational structures emerging emulate past centralized models

—few-to-many and many-to-few. Rather than new organizations emerging, the Internet is encouraging dominant firms to expand through alliances and relationships created to take advantage of the technology. It is premature to determine which business models will survive—whether more public or private solutions will emerge. Public commodity exchanges appear ideal for many-to-many transactions. But, when businesses are organized around markets characterized by few-to-many, many-to-few, or few-to-few, private solutions prevail. Will consortiums be the dominant model? Or will new firms take advantage of the information network? There is room for creativity and innovation in agriculture. The industry needs new stories, new structures, and new solutions. Agriculture has not witnessed a dot.com solution that takes advantage of the infrastructure and potential the Internet has to offer. What we can safely say is that organizational innovation will result from such an important technological revolution.

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S3	5782461	FACTOR OR FACTORS OR QUALIT??? OR ELEMENT? ? OR CHARACTERISTIC? ? OR PECULIARIT??? OR FEATURE? ? OR ATTRIBUTE? ? OR PROPERTIES OR SPECIFICATION? ? OR PARTICULAR? ? OR VARIABLE? ? OR REQUIREMENT? ? OR NEED? ? FROM 350, 347
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S11	8	S S5(10N)S9(S)S1 AND(S2 AND(S3 AND S4)AND S6 AND S7 AND S8)

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XRAM Acc no: C2003-031001

XRPX Acc No: N2003-095990

**Engineered regenerative biostructure, useful as bone substitute, comprises internal microstructure, mesostructure and/or macrostructure having interconnecting particles**

Patent Assignee: BEAM H A (BEAM-I); BRADBURY T J (BRAD-I); CHESMEL K D (CHES-I); GAYLO C M (GAYL-I); LITWAK A A (LITW-I); LIU Q (LIUQ-I); MATERNA P A (MATE-I); MONKHOUSE D (MONK-I); PATTERSON J (PATT-I); PRYOR T J (PRYO-I); SAINI S (SAIN-I); SURPRENANT H L (SURP-I); THERICS INC (THER-N); WANG C (WANG-I); WEST T G (WEST-I); YOO J (YOOJ-I); THERICS LLC (THER-N)

Inventor: BEAM H A; BRADBURY T J; CHESMEL K D; GAYLO C M; LITWAK A A; LIU Q; MATERNA P A; MONKHOUSE D; PATTERSON J; PRYOR T J; SAINI S; SURPRENANT H L; WANG C; WANG C C; WEST T G; YOO J

Patent Family ( 5 patents, 99 countries )

Patent Number	Kind	Date	Application Number	Kind	Date	Update	Type
WO 2002083194	A1	20021024	WO 2002US11515	A	20020412	200311	B
US 20030065400	A1	20030403	US 2001283564	P	20010412	200325	E
			US 2002122129	A	20020412		
EP 1379287	A1	20040114	EP 2002721726	A	20020412	200410	E
			WO 2002US11515	A	20020412		
AU 2002252642	A1	20021028	AU 2002252642	A	20020412	200433	E
US 7122057	B2	20061017	US 2001283564	P	20010412	200668	E
			US 2002122129	A	20020412		

Priority Applications (no., kind, date): US 2001283564 P 20010412; US 2002122129 A 20020412

Patent Details

Patent Number	Kind	Lan	Pgs	Draw	Filing Notes	
WO 2002083194	A1	EN	73	26		
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Regional Designated States,Original	AT BE CH CY DE DK EA ES FI FR GB GH GM GR IE IT KE LS LU MC MW MZ NL OA PT SD SE SL SZ TR TZ UG ZM ZW					
US 20030065400	A1	EN			Related to Provisional	US 2001283564

EP 1379287	A1	EN		PCT Application	WO 2002US11515
				Based on OPI patent	WO 2002083194
Regional Designated States, Original	AL AT BE CH CY DE DK ES FI FR GB GR IE IT LI LT LU LV MC MK NL PT RO SE SI TR				
AU 2002252642	A1	EN		Based on OPI patent	WO 2002083194
US 7122057	B2	EN		Related to Provisional	US 2001283564

#### Alerting Abstract WO A1

NOVELTY - An engineered osteoconductive or osteoinductive biostructure (200) (A) comprises interconnected particles forming a matrix having at least one of porous portion. The matrix has an engineered microstructure, mesostructure and macrostructure (210), which are the porous portion of the matrix.

DESCRIPTION - INDEPENDENT CLAIMS are also included for the following:

1. a biostructure (B) comprises several particles joined directly each other, the space within the biostructure not occupied by the particles comprising pores having unimodal pore size distribution within the interval 2-50 microns and having a median pore size of 10-15 microns;
2. a biostructure (C) comprises several particles joined together and at least one mesostructure having a **first** layer of interconnected particles and **second** adjacent layer of interconnected particles having a region of increased porosity, the mesostructure having shortest dimension, whose smallest **value** is at least one particle diameter and less than 20 particle diameter and longest dimension measured along a path, which can be irregular, from a **first** end to a **second** end, which is at least 10 times the shortest dimension. The **first** end and the **second** end of the path may each be dead end within the biostructure or an external surface of the biostructure or a branched point;
3. a biostructure (D) comprises several particles joined directly each other, the space within the biostructure not being occupied by the particles comprises pores having bimodal pore size distribution within the interval 2-200 microns and having a peak in the pore size distribution at 10-15 microns and another peak larger than 25 microns;
4. a bone augmentation or tissue scaffold biostructure (E) involves bone particles and at least one binder substance connecting the particles in a three dimensional matrix, (the matrix includes a microstructure, mesostructure and/or macrostructure and having at least one of a non-uniform cross-section, non-straight path or branching);
5. manufacturing (M1) an engineered regenerative biostructure (ERB);
6. a biostructure (F) comprises:
  - A. particles joined together to form a porous matrix having a **first** suspension of particles deposited in selected regions,
  - B. a **second** suspension of particles selectively deposited in locations other than the **first** suspension in the region, and
  - C. at least one of a binder material binding the **first** and the **second** suspension of particles into a porous matrix, (the particles of **first** suspensions being joined directly to particles of the **second** suspension in **pre-determined** places, and the particles of the **first** suspension and the **second** suspension being in a porous matrix);
7. depositing (M2) a layer of powder;
8. apparatus (A1) for depositing a layer of powder onto a build bed comprises:
  - A. at least two suspension reservoirs,
  - B. device for connecting the suspension reservoirs to a common nozzle,
  - C. device for switching among the suspension reservoirs at **predetermined** times so that at any given **time** only one suspension reservoir is connected to the nozzle, and

- D. a motion control system for moving the nozzle relative to the build bed;
9. apparatus (A2) for depositing a layer of powder onto a build bed comprises:
- at least two suspension dispensers aimed at the build bed,
  - device for activating individual suspension dispensers at **pre-determined** times, and
  - motion control system for moving the dispensers relative to the build bed;
10. a biostructure (G) comprises: a porous three-dimensional matrix and interpenetrant network interlocking with the matrix, the interpenetrant network containing an interpenetrating material that is water-soluble and is solid or semi-solid at room temperature;
11. manufacture of (M3) a biostructure;
12. a biostructure (H) has particles joined together to form a porous matrix comprising several layers having particles, and at least one of a binder material binding the particles into a porous matrix. In the **predetermined** places, the particles have a **first** composition and in other **predetermined** places, the particles have a **second** composition, which can be chemically derived from the **first** composition;
13. manufacturing (M4) a biostructure;
14. a biostructure (I) comprises: a matrix-material network, having matrix-material network surface and in at least a **first** region of the biostructure, on the matrix-material network surfaces, at least one interpenetrant material, such that the matrix material and the interpenetrant material together form a matrix-material-plus-interpenetrant network. The space not occupied by the matrix-material-plus-interpenetrant network forms a non-(matrix-material-plus-interpenetrant) network, which interlocks with the matrix-material-plus-interpenetrant network. (I) is manufactured by preparing the matrix-material network by three-dimensional printing, infusing the matrix-material network with a solution comprising a polymer dissolved in a solvent, draining solution and allowing or causing the solvent to evaporate; and
15. manufacturing (M5) a biomedical biostructure.

USE - As bone substitute (for bones selected from ethmoid, frontal, nasal, occipital, parietal, temporal, mandible, maxilla, zygomatic, cervical vertebra, thoracic vertebra, lumbar vertebra, sacrum, rib, sternum, clavicle, scapula, humerus, radius, ulna, carpal bones, metacarpal bones, phalanges, ilium, ischium, pubis, femur, tibia, fibula, patella, calcaneus tarsal and metatarsal bones and condyle) e.g. synthetic bone implant; as tissue scaffold (claimed).

ADVANTAGE - The engineered regenerative biostructure (ERB) provides improved bone-in-growth; controlled, repeatable resorption **characteristic** and osteoconductivity; improved durability during shipping and intraoperative handling; advantages of autograft bone without the **need** to conduct an additional surgery and the necessary healing of a **second** site where autograft bone is harvested. ERB offers same advantages of off-the shelf bone filler materials. But eliminates variability in tissue response due to the random distribution of pore size and internal structure.

DESCRIPTION OF DRAWINGS - The figure shows an engineered regenerative biostructure.

200 engineered regenerative biostructure

210 macrostructure.

**Title Terms /Index Terms/Additional Words:** ENGINEERING; REGENERATE; USEFUL; BONE; SUBSTITUTE; COMPRISE; INTERNAL; MICROSTRUCTURE; MACROSTRUCTURE; INTERCONNECT; PARTICLE

#### Class Codes

##### International Patent Classification

IPC	Class Level	Scope	Position	Status	Version Date
A61L-0027/12	A	I		R	20060101
A61L-0027/46	A	I		R	20060101
A61L-0027/50	A	I		R	20060101

A61L-0027/56	A	I		R	20060101
A61F-0002/28	A	I	F	B	20060101
A61L-0027/00	C	I		R	20060101

US Classification, Issued: 623023560, 623023510

File Segment: CPI; EngPI

DWPI Class: A96; B07; D22; L02; P32; P34

Manual Codes (CPI/A-N): A12-V02; B04-C01; B04-C03; B04-N02; B05-A01B; B05-B02A3; B05-C06; B07-A02; B10-A07; B11-C04A; D09-C01D; L02-G03A1

11/5/2 (Item 2 from file: 350) [Links](#)

Derwent WPI

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0012922638 *Drawing available*

WPI Acc no: 2002-707417/200276

Related WPI Acc No: 2003-040580

XRPX Acc No: N2002-557722

#### Tracking performance of distributors by using data received from stores

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Patent Family ( 109 patents, 98 countries )

Patent Number	Kind	Date	Application Number	Kind	Date	Update	Type
WO 2002077917	A1	20021003	WO 2002US8287	A	20020319	200276	B
US 20030014299	A1	20030116	US 2001816424	A	20010323	200308	E
US 20030018513	A1	20030123	US 2001834600	A	20010413	200310	E
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Priority Applications (no., kind, date): US 2001816567 A 20010322; US 2001815488 A 20010323; US 2001815489 A 20010323; US 2001815490 A 20010323; US 2001815515 A 20010323; US 2001815559 A 20010323; US 2001815580 A 20010323; US 2001815590 A 20010323; US 2001815598 A 20010323; US 2001815606 A 20010323; US 2001815660 A 20010323; US 2001815668 A 20010323; US 2001815688 A 20010323; US 2001815715 A 20010323; US 2001815725 A 20010323; US 2001815727 A 20010323; US 2001815729 A 20010323; US 2001815731 A 20010323; US 2001815734 A 20010323; US 2001815759 A 20010323; US 2001815777 A 20010323; US 2001815792 A 20010323; US 2001815813 A 20010323; US 2001815830 A 20010323; US 2001815845 A 20010323; US 2001815864 A 20010323; US 2001815893 A 20010323; US 2001815894 A 20010323; US 2001815897 A 20010323; US 2001815899 A 20010323; US 2001815973 A 20010323; US 2001815989 A 20010323; US 2001816021 A 20010323; US 2001816033 A 20010323; US 2001816048 A 20010323; US 2001816069 A 20010323; US 2001816075 A 20010323; US 2001816083 A 20010323; US 2001816092 A 20010323; US 2001816101 A 20010323; US 2001816121 A 20010323; US 2001816151 A 20010323; US 2001816160 A 20010323; US 2001816167 A 20010323; US 2001816187 A 20010323; US 2001816203 A 20010323; US 2001816212 A 20010323; US 2001816231 A 20010323; US 2001816249 A 20010323; US 2001816268 A 20010323; US 2001816269 A 20010323; US 2001816285 A 20010323; US 2001816296 A 20010323; US 2001816314 A 20010323; US 2001816331 A 20010323; US 2001816349 A 20010323; US 2001816357 A 20010323; US 2001816358 A 20010323; US 2001816388 A 20010323; US 2001816412 A 20010323; US 2001816413 A 20010323; US 2001816414 A 20010323; US 2001816420 A 20010323; US 2001816421 A 20010323; US 2001816422 A 20010323; US 2001816424 A 20010323; US 2001816426 A 20010323; US 2001816427 A 20010323; US 2001816428 A 20010323; US 2001816429 A 20010323; US 2001816430 A 20010323; US 2001816431 A 20010323; US 2001816434 A 20010323; US 2001816454 A 20010323; US 2001816455 A 20010323; US 2001816471 A 20010323; US 2001816488 A 20010323; US 2001816491 A 20010323; US 2001816495 A 20010323; US 2001816503 A 20010323; US 2001816507 A 20010323; US 2001816536 A 20010323; US 2001816537 A 20010323; US

2001816543 A 20010323; US 2001816553 A 20010323; US 2001816555 A 20010323; US 2001816560 A 20010323; US 2001816561 A 20010323; US 2001816564 A 20010323; US 2001816565 A 20010323; US 2001816567 A 20010323; US 2001816576 A 20010323; US 2001816582 A 20010323; US 2001816881 A 20010323; US 2001816896 A 20010323; US 2001816922 A 20010323; US 2001816944 A 20010323; US 2001816976 A 20010323; US 2001815483 A 20010323; US 2001834465 A 20010413; US 2001834600 A 20010413; US 2001834838 A 20010413; US 2001834924 A 20010413; US 2004855877 A 20040528; US 2005178320 A 20050712

#### Patent Details

Patent Number	Kind	Lan	Pgs	Draw	Filing Notes	
WO 2002077917	A1	EN	573	241		
National Designated States,Original	AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU CZ DE DK DM DZ EC EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ OM PH PL PT RO RU SD SE SG SI SK SL TJ TM TN TR TT TZ UA UG US UZ VN YU ZA ZM ZW					
Regional Designated States,Original	AT BE CH CY DE DK EA ES FI FR GB GH GM GR IE IT KE LS LU MC MW MZ NL OA PT SD SE SL SZ TR TZ UG ZM ZW					
AU 2002258547	A1	EN			Based on OPI patent	WO 2002077917
US 20050060245	A1	EN			Continuation of application	US 2001816268
US 20060015416	A1	EN			Continuation of application	US 2001816268
					Continuation of application	US 2004855877
AU 2002258547	A8	EN			Based on OPI patent	WO 2002077917
US 7054837	B2	EN			Continuation of application	US 2001816268

#### Alerting Abstract WO A1

NOVELTY - Method of tracking the performance of distributors consists in registering the distributors, receiving data a using a network and relating to distribution of goods to stores by the distributors and tracking the performance of the distributors using the data. The data includes delivery dates associated with the goods, performance is displayed to the stores using a network based interface and the data is received from the stores.

DESCRIPTION - There are INDEPENDENT CLAIMS for:

16. A system for tracking the performance of distributors
17. A computer program for tracking the performance of distributors
18. A method of managing a supply chain
19. A system for managing a supply chain
20. A method of tracking the sale of goods in a store
21. A system for tracking the sale of goods in a store
22. A method of forecasting the sale of goods in a store
23. A system for forecasting the sale of goods in a store
24. A method of planning promotions
25. A system for planning promotions



26. A method for processed product supply chain reporting
27. A system for processed product supply chain reporting
28. A method of providing a network-based supply chain interface
29. A system for providing a network-based supply chain interface
30. A system for evaluating the success of a promotion
31. A method for providing a restaurant supply chain management interface network
32. A system for providing a restaurant supply chain management interface network
33. A system for identifying goods in a network-based supply chain management framework
34. A method of tracking goods in a network-based supply chain management framework
35. A system for tracking shipment of goods in a network-based supply chain management framework
36. A method of reporting in a network-based supply chain management framework
37. A system for reporting in a network-based supply chain management framework
38. A method for **cost** reporting in a network-based supply chain management framework
39. A system for **cost** reporting in a network-based supply chain management framework
40. A method for promotion reporting in a network-based supply chain management framework
41. A system for promotion reporting in a network-based supply chain management framework
42. A method of generating supply chain statistics
43. A method for navigating a user in a network-based supply chain management interface
44. A system for navigating a user in a network-based supply chain management interface
45. A method of tracking the performance of suppliers
46. A method for inventory management using a network-based framework
47. A system for inventory management using a network-based framework
48. A system for forecasting the sale of goods
49. A system for normalizing data in a supply chain management framework
50. A method of providing network-based supply chain communication between stores, distributors, suppliers, a supply chain manager, and his office
51. A system for providing network-based supply chain communication between stores, distributors, suppliers, a supply chain manager, and his office
52. A system for providing feedback on forecasting relating to the sale of goods in a store utilizing a network-based supply chain management framework
53. Many more given

USE - Method is for managing supply chains as applied to manufacturing and sales.

DESCRIPTION OF DRAWINGS - The figure shows an electronic reporting and feedback system.

**Title Terms /Index Terms/Additional Words:** TRACK; PERFORMANCE; DISTRIBUTE; DATA; RECEIVE; STORAGE

#### Class Codes

##### International Patent Classification

IPC	Class Level	Scope	Position	Status	Version Date
G06K-015/00			Main		"Version 7"
G07B-015/02; G06F-017/60			Secondary		"Version 7"
G06F-0017/60	A	I	F	B	20051231
G06Q-0010/00	A	I	F	B	20060101
G06Q-0010/00	A	I		R	20060101

G06Q-0010/00	C	I	L	B	20060101
G06Q-0010/00	C	I		R	20060101

US Classification, Issued: 705026000, 705010000, 705010000, 705028000, 705007000, 705030000, 705400000, 705051000, 705010000, 705028000, 705037000, 705001000, 705007000, 705007000, 705010000, 705028000, 705037000, 345764000, 345846000, 705007000, 705007000, 705010000, 705007000, 705008000, 705010000, 705010000, 705011000, 705026000, 705027000, 705028000, 705021000, 705028000, 705030000, 705007000, 705007000, 705007000, 707006000, 705008000, 705022000, 705028000, 705009000, 705080000, 705010000, 705010000, 705026000, 705028000, 705010000, 705022000, 705026000, 705028000, 705008000, 705022000, 705008000, 705028000, 705022000, 705028000, 705008000, 705028000, 705028000, 705030000, 705400000, 705028000, 705007000, 705010000, 705028000, 705010000, 705010000, 705014000, 705400000, 235385000, 705007000, 705007000, 705007000, 705007000, 705007000, 705007000, 705008000, 705010000, 705010000, 705021000, 705014000, 705026000, 705015000, 705022000, 705026000, 705026000, 705028000, 705026000, 707009000, 705028000, 705028000, 705008000, 705022000, 705035000, 705037000, 705028000, 705037000, 705037000, 705400000, 705001000, 705030000, 705001000, 705028000, 705001000, 705007000, 705007000, 705007000, 705010000, 705028000, 705010000, 705026000, 705026000, 705026000, 705028000, 705030000, 705007000, 705008000, 707009000, 705001000, 705007000, 705007000, 705010000, 705010000, 705007000, 705022000, 705022000, 705028000, 705028000, 705007000, 705008000, 235385000, 705022000, 705028000, 705008000, 705022000, 705028000, 705026000, 705030000, 705021000, 705014000, 705028000, 705001000, 705028000, 705028000, 705026000, 705026000, 705009000, 705028000, 705028000, 705007000, 705009000, 705034000, 705026000, 705008000, 705010000, 705007000, 705016000, 705021000, 705022000, 705028000, 705007000, 705009000, 705034000, 705026000

File Segment: CPI; EPI

DWPI Class: A60; D22; T01; T05

Manual Codes (EPI/S-X): T01-N01A1; T01-N01A2A; T01-S03; T05-L01D

11/5/3 (Item 3 from file: 350) [Links](#)

Derwent WPI

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0012723619 *Drawing available*

WPI Acc no: 2002-575700/200261

XRPX Acc No: N2002-456381

**Commodity pricing method using predetermined formula incorporating market conditions**

Patent Assignee: BEURSKENS F (BEUR-I); E-MARKETS INC (EMAR-N)

Inventor: BEURSKENS F

Patent Family ( 3 patents, 93 countries )

Patent Number	Kind	Date	Application Number	Kind	Date	Update	Type
WO 2002063534	A2	20020815	WO 2002US3004	A	20020201	200261	B
AU 2002235507	A1	20020819	AU 2002235507	A	20020201	200427	E
US 20050114252	A1	20050526	US 2001776162	A	20010202	200535	E

Priority Applications (no., kind, date): US 2001776162 A 20010202

Patent Details					
Patent Number	Kind	Lan	Pgs	Draw	Filing Notes
WO 2002063534	A2	EN	61	20	
National Designated States,Original	AE AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU CZ DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW				
Regional Designated States,Original	AT BE CH CY DE DK EA ES FI FR GB GH GM GR IE IT KE LS LU MC MW MZ NL OA PT SD SE SL SZ TR TZ UG ZM ZW				
AU 2002235507	A1	EN			Based on OPI patent WO 2002063534

#### Alerting Abstract WO A2

NOVELTY - The method involves selecting a **predetermined** market **factor** from **predetermined time, price, trend, market status** and **market control factors**. A market condition is determined. A formula is provided capable of comparing the **predetermined** market **factor** to the **first** market condition. The formula is applied to determine the existence of a favourable **pricing** condition.

A **first** portion of the **commodity** is **priced** when the **favourable pricing** condition is indicated. In a similar way the existence of a **second favourable pricing** condition is determined. A **second** portion of the **commodity** is **priced** when the **second favourable pricing** conditions exist.

DESCRIPTION - An INDEPENDENT CLAIM is included for a system for contracting for the **pricing** of a commodity over a network.

USE - For **pricing** commodities.

ADVANTAGE - Uses **pre-determined** formulae to **price** various portions of a commodity. Reduces impact on commodity supplier of market **price** downturns.

DESCRIPTION OF DRAWINGS - The figure shows the invention.

**Title Terms** /Index Terms/Additional Words: COMMODITY; **PRICE**; METHOD; **PREDETERMINED**; FORMULA; INCORPORATE; MARKET; CONDITION

#### Class Codes

International Patent Classification					
IPC	Class Level	Scope	Position	Status	Version Date
G06F-017/60			Main		"Version 7"

US Classification, Issued: 705037000

File Segment: EPI;

DWPI Class: T01; T05

Manual Codes (EPI/S-X): T01-N01A1; T01-N01A2; T05-L01D

11/5/4 (Item 4 from file: 350) [Links](#)

Derwent WPI

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0010470693 *Drawing available*

WPI Acc no: 2001-070523/200108

XRPX Acc No: N2001-053403

**Unitary swap and structured note investment instrument determines return to investor, based on change in benchmark value and incremented benchmark portfolios and commodity index portfolio exposure for preset time**

Patent Assignee: SPERANDEO V (SPER-I); SPERANDEO V A (SPER-I); SPERANDEO V H (SPER-I)

Inventor: SPERANDEO V; SPERANDEO V A; SPERANDEO V H

Patent Family ( 9 patents, 26 countries )

Patent Number	Kind	Date	Application Number	Kind	Date	Update	Type
WO 2000057260	A2	20000928	WO 2000US8166	A	20000324	200108	B
AU 200037739	A	20001009	AU 200037739	A	20000324	200108	E
EP 1192513	A2	20020403	EP 2000916671	A	20000324	200230	E
			WO 2000US8166	A	20000324		
JP 2002540497	W	20021126	JP 2000607069	A	20000324	200307	E
			WO 2000US8166	A	20000324		
AU 760803	B	20030522	AU 200037739	A	20000324	200338	E
MX 2001009673	A1	20040501	WO 2000US8166	A	20000324	200482	E
			MX 20019673	A	20010925		
US 20050114250	A1	20050526	US 1999275758	A	19990325	200535	E
			US 2004987583	A	20041112		
US 20050114251	A1	20050526	US 1999275758	A	19990325	200535	E
			US 2004987584	A	20041112		
US 6922677	B1	20050726	US 1999275758	A	19990325	200549	E

Priority Applications (no., kind, date): US 2004987584 A 20041112; US 2004987583 A 20041112; US 1999275758 A 19990325

Patent Details

Patent Number	Kind	Lan	Pgs	Draw	Filing Notes	
WO 2000057260	A2	EN	27	2		
National Designated States, Original	AU BR CA IL JP MX					

Regional Designated States,Original	AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE													
AU 200037739	A	EN				Based on OPI patent					WO 2000057260			
EP 1192513	A2	EN				PCT Application					WO 2000US8166			
						Based on OPI patent					WO 2000057260			
Regional Designated States,Original	AT BE CH CY DE DK ES FI FR GB GR IE IT LI LU MC NL PT SE													
JP 2002540497	W	JA	29			PCT Application					WO 2000US8166			
						Based on OPI patent					WO 2000057260			
AU 760803	B	EN				Previously issued patent					AU 200037739			
						Based on OPI patent					WO 2000057260			
MX 2001009673	A1	ES				PCT Application					WO 2000US8166			
						Based on OPI patent					WO 2000057260			
US 20050114250	A1	EN				Continuation of application					US 1999275758			
US 20050114251	A1	EN				Division of application					US 1999275758			

#### Alerting Abstract WO A2

NOVELTY - Return on investment to an investor equals change in benchmark **value**, incremental benchmark portfolios and commodity index portfolio exposure for preset **time** period. Principal investment (26) invested in the structured note serves as collateral for benchmark portfolio swap exposure amount. Swap exposure is provided by investor's own portfolio and structured note exposure is used as a notional component.

DESCRIPTION - The instrument maintains investment for a **predetermined time** period, a notional benchmark performance portfolio combined with a structured note providing incremental benchmark exposure (28) and passive commodity index exposure (30) for determining a return to investor on investment. The notional benchmark performance portfolio at the initiation of **predetermined time** period, comprises a benchmark portfolio with selected exposure amount, incremental benchmark portfolio with selected exposure amount less than fifty percent of exposure amount of benchmark portfolio and a passive commodity index portfolio which equals product of benchmark portfolio amount with leverage **factor** which together define a passive commodity index portfolio exposure. An INDEPENDENT CLAIM is also included for method of investment using swap and structured note investment instrument.

USE - For statistical analysis of investment using standard and poor's 500 stock index of large capitalization US stocks and mount lucas management (MLM) commodity index.

ADVANTAGE - Investors are guaranteed of return of the principal invested in the structured note at the end of specified **time** period.

DESCRIPTION OF DRAWINGS - The figure shows block diagram illustrating a swap and structured note instrument.

26 Principal investment

28 Incremental benchmark exposure

30 Passive commodity index exposure

**Title Terms** /Index Terms/Additional Words: UNIT; STRUCTURE; NOTE ; INVESTMENT; INSTRUMENT; DETERMINE; RETURN; BASED; CHANGE; **VALUE**; INCREMENT; PORTFOLIO; COMMODITY; INDEX; EXPOSE; PRESET; **TIME**

**Class Codes**

International Patent Classification

IPC	Class Level	Scope	Position	Status	Version Date
G06F; G06F; G06F-001/00; G06F-017/60; G06F-019/00			Main		"Version 7"

US Classification, Issued: 705036000, 705035000, 705036000, 705035000, 705036000

File Segment: EPI;

DWPI Class: T01

Manual Codes (EPI/S-X): T01-F

11/5/5 (Item 5 from file: 350) [Links](#)

Derwent WPI

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0010460904 *Drawing available*

WPI Acc no: 2001-060421/200107

XRPX Acc No: N2001-045219

**Unitary investment assistance for investors in stock market, involves selecting performance portfolio and monitoring changes in values of used base portfolio and commodity index portfolio, to decide return amount**

Patent Assignee: SPERANDEO V (SPER-I); SPERANDEO V A (SPER-I); SPERANDEO V H (SPER-I)

Inventor: SPERANDEO V; SPERANDEO V A; SPERANDEO V H

Patent Family ( 10 patents, 26 countries )

Patent Number	Kind	Date	Application Number	Kind	Date	Update	Type
WO 2000054226	A2	20000914	WO 2000US6825	A	20000310	200107	B
AU 200033984	A	20000928	AU 200033984	A	20000310	200107	E
EP 1208491	A2	20020529	EP 2000912223	A	20000310	200243	E
			WO 2000US6825	A	20000310		
BR 200008943	A	20020618	BR 20008943	A	20000310	200249	E
			WO 2000US6825	A	20000310		
JP 2002539539	W	20021119	JP 2000604377	A	20000310	200281	E
			WO 2000US6825	A	20000310		
MX 2001009278	A1	20030701	WO 2000US6825	A	20000310	200366	E
			MX 20019278	A	20010912		
US 6856971	B1	20050215	US 1999267186	A	19990312	200513	E
US 20050108138	A1	20050519	US 1999267186	A	19990312	200534	E
			US 2004987581	A	20041112		
US 20050108139	A1	20050519	US 1999267186	A	19990312	200534	E
			US 2004987585	A	20041112		

AU 2005201794	A1	20050602	AU 200033984	A	20000310	200541	NCE
			AU 2005201794	A	20050429		

Priority Applications (no., kind, date): AU 2005201794 A 20050429; US 2004987585 A 20041112; US 2004987581 A 20041112; US 1999267186 A 19990312

Patent Details						
Patent Number	Kind	Lan	Pgs	Draw	Filing Notes	
WO 2000054226	A2	EN	33	4		
National Designated States,Original	AU BR CA IL JP MX					
Regional Designated States,Original	AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE					
AU 200033984	A	EN			Based on OPI patent	WO 2000054226
EP 1208491	A2	EN			PCT Application	WO 2000US6825
					Based on OPI patent	WO 2000054226
Regional Designated States,Original	AT BE CH CY DE DK ES FI FR GB GR IE IT LI LU MC NL PT SE					
BR 200008943	A	PT			PCT Application	WO 2000US6825
					Based on OPI patent	WO 2000054226
JP 2002539539	W	JA	35		PCT Application	WO 2000US6825
					Based on OPI patent	WO 2000054226
MX 2001009278	A1	ES			PCT Application	WO 2000US6825
					Based on OPI patent	WO 2000054226
US 20050108138	A1	EN			Division of application	US 1999267186
					Division of patent	US 6856971
US 20050108139	A1	EN			Division of application	US 1999267186
					Division of patent	US 6856971
AU 2005201794	A1	EN			Division of application	AU 200033984

#### Alerting Abstract WO A2

NOVELTY - A combined performance portfolio comprising base portfolio and passive commodity index portfolio is selected. The passive commodity index portfolio values are obtained by multiplying base portfolio exposure amount with leverage **factor**. Based on total changes in **values** of used base portfolio and **commodity** index portfolio, the return amount is calculated.

DESCRIPTION --An INDEPENDENT CLAIM is also included for unitary investment.

USE - For providing financial assistance to investor in stock market and other related financial services.

ADVANTAGE - Provides return amount on combination of notional portfolios thereby multiple utilization of the capital is enabled. Eliminates illiquidity and trade non-transparency of alternative non-traditional investments, thereby redeem at any **time** is enabled.

DESCRIPTION OF DRAWINGS - The figure shows the block diagram of swap instrument.

**Title Terms /Index Terms/Additional Words:** UNIT; INVESTMENT; ASSIST; STOCK; MARKET; SELECT; PERFORMANCE; PORTFOLIO; MONITOR; CHANGE; **VALUE**; BASE; COMMODITY; INDEX; DECIDE; RETURN; AMOUNT

# Class Codes

## International Patent Classification

IPC	Class Level	Scope	Position	Status	Version Date
G06F-017/60; G07D; G07D			Main		"Version 7"

US Classification, Issued: 705036000, 705036000, 705036000

File Segment: EPI;

DWPI Class: T01; T05

Manual Codes (EPI/S-X): T01-J05A2; T01-J05B; T05-L03

11/5/6 (Item 6 from file: 350) [Links](#)

Derwent WPI

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0009077195

WPI Acc no: 1998-523328/199845

XRAM Acc no: C1998-157263

XRPX Acc No: N1998-408889

**Silver halide emulsion preparation apparatus - which controls the mean inter-grain distance during growth to produce a lower cost emulsion with higher sensitivity and pressure resistance**

Patent Assignee: KONICA CORP (KONS)

Inventor: ISHIKAWA S; ITO A; ITO S; TAKADA H; TAKATA H

## Patent Family ( 7 patents, 27 countries )

Patent Number	Kind	Date	Application Number	Kind	Date	Update	Type
EP 871063	A1	19981014	EP 1998105834	A	19980331	199845	B
JP 10339923	A	19981222	JP 199895920	A	19980408	199910	E
CN 1198542	A	19981111	CN 1998109481	A	19980408	199913	E
US 6171738	B1	20010109	US 199852728	A	19980331	200104	E
EP 871063	B1	20021127	EP 1998105834	A	19980331	200279	E
DE 69809622	E	20030109	DE 69809622	A	19980331	200312	E
			EP 1998105834	A	19980331		
CN 1138180	C	20040211	CN 1998109481	A	19980408	200571	E

Priority Applications (no., kind, date): EP 1998105834 A 19980331; JP 199789355 A 19970408



**Patent Details**

Patent Number	Kind	Lan	Pgs	Draw	Filing Notes	
EP 871063	A1	EN	28	1		
Regional Designated States,Original	AL AT BE CH DE DK ES FI FR GB GR IE IT LI LT LU LV MC MK NL PT RO SE SI					
JP 10339923	A	JA	20			
EP 871063	B1	EN				
Regional Designated States,Original	DE FR GB IT NL					
DE 69809622	E	DE			Application	EP 1998105834
					Based on OPI patent	EP 871063

**Alerting Abstract EP A1**

An apparatus for preparing a silver halide emulsion is used in a process which optionally controls the mean inter-grain distance such that condition (I) below is satisfied during growing the silver halide grains in the emulsion from start to completion of the process.

Mean inter-grain distance =

(Volume of the reaction mixture solution/number of grains in the reaction mixture solution)<sup>1/3</sup>.

USE - Used for preparing a silver halide emulsion (claimed) in colour negative films for stills and cine applications, colour reversal films for slides or television, colour papers, colour positive films and colour reversal papers.

ADVANTAGE - The emulsion is produced at lower cost and has higher sensitivity and superior graininess and pressure resistance.

**Title Terms /Index Terms/Additional Words:** SILVER; HALIDE; EMULSION; PREPARATION; APPARATUS; CONTROL; MEAN; INTER; GRAIN; DISTANCE; GROWTH; PRODUCE; LOWER; COST; HIGH; SENSITIVE; PRESSURE; RESISTANCE

**Class Codes**

**International Patent Classification**

IPC	Class Level	Scope	Position	Status	Version Date
G03C-001/015			Main		"Version 7"
G03C-001/00; G03C-001/025; G03C-001/035			Secondary		"Version 7"
G03C-0001/005	A	N		R	20060101
G03C-0001/015	A	I		R	20060101
G03C-0001/005	C	N		R	20060101
G03C-0001/015	C	I		R	20060101

US Classification, Issued: 430030000, 430569000

File Segment: CPI; EngPI

DWPI Class: G06; P83  
Manual Codes (CPI/A-N): G06-F01

11/5/7 (Item 7 from file: 350) [Links](#)

Derwent WPI

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0008396126 *Drawing available*

WPI Acc no: 1997-512456/199747

XRPX Acc No: N1997-426615

**Sports options trading game using sporting event for market simulation - provides each player with opportunity to buy and sell options at intrinsic option prices by inputting information into data terminal, in which players accumulate most wealth by buying and selling at favourable prices, as prices fluctuate**

Patent Assignee: ORIS LLC (ORIS-N)

Inventor: HOLT K O; HOLTE K O

Patent Family ( 3 patents, 69 countries )

Patent Number	Kind	Date	Application Number	Kind	Date	Update	Type
WO 1997037735	A1	19971016	WO 1997US4742	A	19970324	199747	B
AU 199723435	A	19971029	AU 199723435	A	19970324	199810	E
US 5713793	A	19980203	US 1996628297	A	19960405	199812	E

Priority Applications (no., kind, date): US 1996628297 A 19960405

Patent Details

Patent Number	Kind	Lan	Pgs	Draw	Filing Notes	
WO 1997037735	A1	EN	44	15		
National Designated States,Original	AL AM AT AU AZ BB BG BR BY CA CH CN CZ DE DK EE ES FI GB GE HU IS JP KE KG KP KR KZ LK LR LS LT LU LV MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK TJ TM TR TT UA UG UZ VN					
Regional Designated States,Original	AT BE CH DE DK EA ES FI FR GB GH GR IE IT KE LS LU MC MW NL OA PT SD SE SZ UG					
AU 199723435	A	EN			Based on OPI patent	WO 1997037735
US 5713793	A	EN	23	15		

#### Alerting Abstract WO A1

The trading game allocates a **predetermined** sum of simulated **money** to each player, and provides an array of simulated commodities for purchase, with the options displayed as several fields on the data terminals. Several intrinsic option **prices** are calculated, based on the values of several **predetermined** option strike **prices** and a current score in the sporting event.

The intrinsic option **prices** (24 and 26) are displayed on the data terminals. Each player is provided with an opportunity to buy and sell options at the intrinsic option **prices**, by inputting information into the terminal. The players attempt to accumulate the most simulated wealth by buying and selling the options at favourable **prices**, as the **prices** fluctuate in response to the progress of the sporting event.

USE/ADVANTAGE - For options market trading game, for several players each with data terminal, and using commodities market with right to buy and sell **particular** commodities. Uses real events to determine **price** of commodities in market. Enhanced realism.

**Title Terms /Index Terms/Additional Words:** SPORTS; OPTION; TRADE ; GAME; EVENT; MARKET; SIMULATE; PLAY; BUY; SELL; INTRINSIC; **PRICE**; INPUT; INFORMATION; DATA; TERMINAL; ACCUMULATE; FAVOUR; FLUCTUATION

#### Class Codes

##### International Patent Classification

IPC	Class Level	Scope	Position	Status	Version Date
A63F-009/00			Main		"Version 7"

US Classification, Issued: 463025000, 463001000, 463009000, 463042000

File Segment: EngPI; EPI;

DWPI Class: T01; W04; P36

Manual Codes (EPI/S-X): T01-P02; W04-X02

11/5/8 (Item 8 from file: 350) [Links](#)

Derwent WPI

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0007882396 *Drawing available*

WPI Acc no: 1996-513981/

XPX Acc No: N1996-433530

**Pulse width modulation method for ink jet recording appts - by carrying out electrification control on recording ink grain group according to each record pulse width and recording is performed along main scanning direction in time sequential order**

Patent Assignee: SILVER SEIKO KK (SIJU)

Inventor: MUTO M

##### Patent Family ( 2 patents, 1 countries )

Patent Number	Kind	Date	Application Number	Kind	Date	Update	Type
JP 8267791	A	19961015	JP 199597966	A	19950330	199651	B
JP 3137313	B2	20010219	JP 199597966	A	19950330	200112	E

Priority Applications (no., kind, date): JP 199597966 A 19950330

Patent Details

Patent Number	Kind	Lan	Pgs	Draw	Filing Notes	
JP 8267791	A	JA	6	4		
JP 3137313	B2	JA	6		Previously issued patent	JP 08267791

**Alerting Abstract JP A**

The method uses a **first** 4 bit subtraction counter (DC1) which is set in the lower order bit of the shade data according to a dot clock (DCLK) and is subtracted according to an excitation clock (PCLK). A 2 bit shift register (SR) shifts all the zero output signal of the **first** 4 bit subtraction counter. The output signal of the 2 bit shift register carries out the triggering of a single shaft multivibrator (PG). The output pulse of the multivibrator sets a **second** 4 bit subtraction counter (DC2) in the MSB of the shade data and performs subtraction according to the excitation clock.

An OR gate (OR) computes the logical sum of all the zero signal output of the **first** and the **second** 4 bit subtraction counter of output pulse width signal. The pulse width modulation signal corresponding to a shade data is divided into multiple recording pulses with **predetermined** pulse width, when the shade data of a pixel is beyond the regulation **value**. An electrification control is performed on the recording ink grain group according to each record pulse width and recording is carried out along the main scanning direction in a **time** sequential order.

ADVANTAGE - Raises clarity by suppressing generation of mist. Enables distribution of kinetic energy by dividing recording ink grains. Reduces lap **factor** of dot.

**Title Terms** /Index Terms/Additional Words: PULSE; WIDTH; MODULATE; METHOD; INK; JET; RECORD; APPARATUS; CARRY; ELECTRIC; CONTROL; GRAIN; GROUP; ACCORD; PERFORMANCE; MAIN; SCAN; DIRECTION; **TIME**; SEQUENCE; ORDER

**Class Codes**

International Patent Classification

IPC	Class Level	Scope	Position	Status	Version Date
B41J-002/205			Main		"Version 7"
B41J-002/02			Secondary		"Version 7"

File Segment: EngPI; EPI;

DWPI Class: T01; T04; P75

Manual Codes (EPI/S-X): T01-C05A; T04-G02; T04-G10A

Set	Items	Description
S1	1291802	S FORMULA? ? OR VARIABLE? ? OR FACTOR OR FACTORS OR EQUATION? OR MATRIX OR MODEL OR SPECIFICATION? ? OR THEOREM OR MAXIM
S2	682299	S PRE() (DEFIN? OR SET OR DETERMIN? OR ORDAIN? OR ESTABLISH? OR DESIGNATE?) OR PRESELECT? OR PREDETERMINE? OR PREORDAINE? OR PREESTABLISH? OR PREDESIGNATE? OR PREDEFINE?
S3	2075540	S FACTOR OR FACTORS OR QUALIT??? OR ELEMENT? ? OR CHARACTERISTIC? ? OR PECULIARIT??? OR FEATURE? ? OR ATTRIBUTE? ? OR PROPERTIES OR SPECIFICATION? ? OR PARTICULAR? ? OR VARIABLE? ? OR REQUIREMENT? ? OR NEED? ?
S4	18152	S (TIME OR PRICE OR TREND OR MARKET) (1N) (FACTOR? ? OR CONDITION? ?)
S5	271032	COMMODIT??? (2N) AGRICULTUR? OR COMMODIT??? OR HOG? ? OR CATTLE OR PORK() BELLIES OR SOYBEANS OR GRAIN OR CORN OR OATS OR WHEAT OR CANOLA OR RICE OR COFFEE OR COCOA OR COTTON OR ORANGE() JUICE OR SUGAR OR LUMBER FROM 348, 349
S6	1447313	S FEE OR FEES OR PRICE? ? OR PRICING OR CHARGE? ? OR COST? ? OR RATE OR VALUE OR EXPENS??? OR PAY??? OR PAYMENT? ? OR WORTH
S7	1252979	S FAVORABLE OR FAVOURABLE OR BENEFICIAL?? OR GOOD OR ADVANTAGEOUS OR ACCEPTABLE OR COST() EFFECTIVE? OR DESIRAB? OR LUCRATIVE OR OPTIM??
S8	142225	S (S2(10N)S3) OR S4
S9	204299	S S7(10N)S6
S10	466	S S8(5N)S9
S11	130	S S10(10N)S1
S12	3	S S11(S)S5

; show files

[File 348] **EUROPEAN PATENTS** 1978-2006/ 200649

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*\*File 348: For important information about IPCR/8 and forthcoming changes to the IC= index, see HELP NEWSIPCR.*

[File 349] **PCT FULLTEXT** 1979-2006/UB=20061207UT=20061130

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*\*File 349: For important information about IPCR/8 and forthcoming changes to the IC= index, see HELP NEWSIPCR.*

PCT FULLTEXT

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01346498

**GAME THEORETIC PRIORITIZATION SCHEME FOR MOBILE AD HOC NETWORKS PERMITTING  
HIERARCHAL DEFERENCE**

SYSTEME D'ETABLISSEMENT DE PRIORITES THEORIQUES DES JEUX POUR RESEAU AD HOC  
MOBILES PERMETTANT UNE DEFERENCE HIERARCHIQUE

**Patent Applicant/Inventor:**

- **HOFTBERG Steven**

29 Buckout Road, West Harrison, New York 10604; US; US (Residence); US (Nationality); (Designated for all)

**Legal Representative:**

- **HOFFBERG Steven M(agent)**

Milde & Hoffberg LLP, 10 Bank Street, Suite 460, White Plains, New York 10606; US;

	Country	Number	Kind	Date
Patent	WO	200629297	A2	20060316
Application	WO	2005US32113		20050909
Priorities	US	2004609070		20040910
	US	20045460		20041206

**Designated States:** (All protection types applied unless otherwise stated - for applications 2004+)

AE; AG; AL; AM; AT; AU; AZ; BA; BB; BG;  
BR; BW; BY; BZ; CA; CH; CN; CO; CR; CU;  
CZ; DE; DK; DM; DZ; EC; EE; EG; ES; FI;  
GB; GD; GE; GH; GM; HR; HU; ID; IL; IN;  
IS; JP; KE; KG; KM; KP; KR; KZ; LC; LK;  
LR; LS; LT; LU; LV; MA; MD; MG; MK; MN;  
MW; MX; MZ; NA; NG; NI; NO; NZ; OM; PG;  
PH; PL; PT; RO; RU; SC; SD; SE; SG; SK;  
SL; SM; SY; TJ; TM; TN; TR; TT; TZ; UA;  
UG; US; UZ; VC; VN; YU; ZA; ZM; ZW;

[EP] AT; BE; BG; CH; CY; CZ; DE; DK; EE; ES;  
FI; FR; GB; GR; HU; IE; IS; IT; LT; LU;  
LV; MC; NL; PL; PT; RO; SE; SI; SK; TR;

[OA] BF; BJ; CF; CG; CI; CM; GA; GN; GQ; GW;  
ML; MR; NE; SN; TD; TG;

[AP] BW; GH; GM; KE; LS; MW; MZ; NA; SD; SL;  
SZ; TZ; UG; ZM; ZW;

[EA] AM; AZ; BY; KG; KZ; MD; RU; TJ; TM;

**Main International Patent Classes (Version 7):**

IPC	Level
none	Main

Publication Language: English

Filing Language: English

Fulltext word count: 99696

**English Abstract:**

A method for providing an unequal but fair allocation of rights among hierarchally ranked agents, comprising providing a synthetic economic value to a first set of agents at the a high level of the hierarchy; allocating portions of the synthetic economic value by the first set of agents to a second set of agents at respectively different hierarchal rank than the first set of agents; and conducting an auction amongst agents using the synthetic economic value as the currency. A method for allocation among agents, comprising assigning a wealth generation function for generating future wealth to each of a plurality of agents, communicating subjective market information between agents, and transferring wealth generated by the secure wealth generation function between agents in consideration of a market transaction. The method may further comprise the step of transferring at least a portion of the wealth generation function between agents.

**French Abstract:**

L'invention concerne un procede permettant d'assurer une attribution de droits inegale mais juste parmi des agents classes hierarchiquement, faisant appel a la fourniture d'une valeur economique de synthese a un premier ensemble d'agents a un niveau eleve de la hierarchie ; a l'attribution de parties de la valeur economique de synthese par le premier ensemble d'agents a un second ensemble d'agents a un rang hierarchique respectivement different de celui du premier ensemble d'agents ; et a la conduite d'encheres parmi les agents utilisant la valeur economique de synthese en tant que monnaie. L'invention concerne egalement un procede d'attribution parmi les agents, faisant appel a l'affectation d'une fonction de generation de richesse permettant de generer une richesse future a chaque agent d'une pluralite d'agents, a la communication d'informations commerciales subjectives entre agents et au transfert de richesse generee par la fonction de generation de richesse securisee entre des agents en consideration d'une transaction commerciale. Le procede peut en outre faire appel a l'etape de transfert d'au moins une partie de la fonction de generation de richesse entre agents.

Type	Pub. Date	Kind	Text
Publication	20060316	A2	Without international search report and to be republished upon receipt of that report.

12/5/2 (Item 2 from file: 349) [Links](#)

PCT FULLTEXT

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00930257

**METHOD AND APPARATUS FOR PRICING A COMMODITY**

**PROCEDE ET SYSTEME D'ETABLISSEMENT DU PRIX D'UN PRODUIT**

**Patent Applicant/Patent Assignee:**

- **E-MARKETS INC;** 1606 Golden Aspen Drive, Suite 108, Ames, IA 50010-8011  
US; US(Residence); US(Nationality)  
(For all designated states except: US)
- **BEURSKENS Frank;** 1606 Golden Aspen Drive, Suite 108, Ames, IA 50010-8011  
US; US(Residence); US(Nationality)  
(Designated only for: US)

**Patent Applicant/Inventor:**

- **BEURSKENS Frank**  
1606 Golden Aspen Drive, Suite 108, Ames, IA 50010-8011; US; US(Residence); US(Nationality); (Designated only for: US)

**Legal Representative:**

- **HANSING Mark D(et al)(agent)**  
McKee, Voorhees & Sease, P.L.C., 801 Grand Avenue, Suite 3200, Des Moines, IA 50309-2721; US;

	Country	Number	Kind	Date
Patent	WO	200263534	A2	20020815
Application	WO	2002US3004		20020201
Priorities	US	2001776162		20010202

**Designated States:** (All protection types applied unless otherwise stated - for applications 2004+)

[EP] AT; BE; CH; CY; DE; DK; ES; FI; FR; GB;  
GR; IE; IT; LU; MC; NL; PT; SE; TR;

[OA] BF; BJ; CF; CG; CI; CM; GA; GN; GQ; GW;  
ML; MR; NE; SN; TD; TG;

[AP] GH; GM; KE; LS; MW; MZ; SD; SL; SZ; TZ;  
UG; ZM; ZW;

[EA] AM; AZ; BY; KG; KZ; MD; RU; TJ; TM;

**Main International Patent Classes (Version 7):**

IPC	Level
G06F-017/60	Main

Publication Language: English

Filing Language: English

Fulltext word count: 11491

**English Abstract:**



**French Abstract:**

Type	Pub. Date	Kind	Text
Publication	20020815	A2	With declaration under Article 17(2)(a); without abstract; title not checked by the International Searching Authority.

12/5/3 (Item 3 from file: 349) [Links](#)

PCT FULLTEXT

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00761429

**METHODS, CONCEPTS AND TECHNOLOGY FOR A VIRTUAL SHOPPING SYSTEM CAPABLE OF ASSESSING NEEDS OF A CUSTOMER AND RECOMMENDING A PRODUCT OR SERVICE BASED ON SUCH ASSESSED NEEDS**

PROCEDES, CONCEPTS ET TECHNOLOGIE POUR SYSTEME D'ACHAT VIRTUEL CAPABLE D'EVALUER LES BESOINS D'UN CLIENT ET DE RECOMMANDER UN PRODUIT OU UN SERVICE SUR LA BASE DE CES BESOINS

**Patent Applicant/Patent Assignee:**

- **ACCENTURE LLP**; 100 South Wacker Drive, Chicago, IL 60606  
US; US(Residence); US(Nationality)

**Legal Representative:**

- **BRUESS Steven C(agent)**  
Merchant & Gould P.C., P.O. Box 2903, Minneapolis, MN 55402-0903; US;

	Country	Number	Kind	Date
Patent	WO	200073955	A2	20001207
Application	WO	2000US14357		20000524
Priorities	US	99321495		19990527

**Designated States:** (All protection types applied unless otherwise stated - for applications 2004+)

[EP] AT; BE; CH; CY; DE; DK; ES; FI; FR; GB;  
GR; IE; IT; LU; MC; NL; PT; SE;

[OA] BF; BJ; CF; CG; CI; CM; GA; GN; GW; ML;  
MR; NE; SN; TD; TG;

[AP] GH; GM; KE; LS; MW; MZ; SD; SL; SZ; TZ;  
UG; ZW;

[EA] AM; AZ; BY; KG; KZ; MD; RU; TJ; TM;

**Main International Patent Classes (Version 7):**

IPC	Level
G06F-017/60	Main

Publication Language: English

Filing Language: English

Fulltext word count: 148469

**English Abstract:**

**French Abstract:**

La presente invention concerne un systeme permettant de realiser des transactions commerciales virtuelles apres identification des besoins de l'utilisateur. Tout d'abord, le systeme evalue les besoins d'un utilisateur. Il genere ensuite, sur la base des besoins de l'utilisateur, une solution, qui est affichee. Un paiement est alors accepte en echange de la solution. Il convient de noter que dans le cadre du present descriptif de l'invention, ladite solution est, mais pas exclusivement, un produit ou un service.

Type	Pub. Date	Kind	Text
Publication	20001207	A2	Without international search report and to be republished upon receipt of that report.
Examination	20010301		Request for preliminary examination prior to end of 19th month from priority date
Declaration	20010802		Late publication under Article 17.2a
Republication	20010802	A2	With declaration under Article 17(2)(a); without abstract; title not checked by the International Searching Authority.
Declaration	20010802		Late publication under Article 17.2a
Correction	20031127		Corrected version of Pamphlet:
Republication	20031127	A2	With declaration under Article 17(2)(a); without abstract; title not checked by the International Searching Authority.

Set	Items	Description
S1	4638531	S FORMULA? ? OR VARIABLE? ? OR FACTOR OR FACTORS OR EQUATION? OR MATRIX OR MODEL OR SPECIFICATION? ? OR THEOREM OR MAXIM
S2	29574	S PRE() (DEFIN? OR SET OR DETERMIN? OR ORDAIN? OR ESTABLISH? OR DESIGNATE?) OR DESELECT? OR PREDETERMINE? OR PREORDAINE? OR PREESTABLISH? OR PREDESIGNATE? OR PREDEFINE?
S3	6268801	S FACTOR OR FACTORS OR QUALIT??? OR ELEMENT? ? OR CHARACTERISTIC? ? OR PECULIARIT??? OR FEATURE? ? OR ATTRIBUTE? ? OR PROPERTIES OR SPECIFICATION? ? OR PARTICULAR? ? OR VARIABLE? ? OR REQUIREMENT? ? OR NEED? ?
S4	20588	S (TIME OR PRICE OR TREND OR MARKET) (1N) (FACTOR? ? OR CONDITION? ?)
S5	479019	S COMMODIT??? (2N) AGRICULTUR? OR COMMODIT??? OR HOG? ? OR CATTLE OR PORK() BELLIES OR SOYBEANS OR GRAIN OR CORN OR OATS OR WHEAT OR CANOLA OR RICE OR COFFEE OR COCOA OR COTTON OR ORANGE() JUICE OR SUGAR OR LUMBER
S6	4404621	S FEE? ? OR PRICE? ? OR PRICING OR MONEY OR MONIES OR CHARGE? ? OR COST? ? OR RATE OR VALUE OR EXPENDITURE OR DISBURSEMENT OR EXPENS??? OR PAY??? OR PAYMENT? ? OR WORTH OR VALUATION? ?
S7	2626720	S FIRST OR FIRST() TIME OR INITIAL OR ORIGINAL OR BASELINE OR PRIMARY
S8	2609101	S SECOND() TIME OR SUBSEQUENT? OR SECOND? OR NEXT? OR AFTER OR AFTERWARD
S9	2917485	S FAVORABLE OR FAVOURABLE OR BENEFICIAL?? OR GOOD OR ADVANTAGEOUS OR ACCEPTABLE OR COST() EFFECTIVE? OR DESIRAB? OR GAINFUL OR LUCRATIVE OR OPTIM?? OR BEST OR VALUE? ? OR VALUABLE
S10	15005	S S2 AND S3
S11	7585	S S10 AND S1
S12	27	S S11 AND S4
S13	2	S S12 AND S5

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[File 474] **New York Times Abs 1969-2006/Dec 11**

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[File 475] **Wall Street Journal Abs 1973-2006/Dec 09**

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13/3,K/1 (Item 1 from file: 35) [Links](#)

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1057207 ORDER NO: AAD89-09149

**PRICE LEVEL RISK MANAGEMENT IN THE PRESENCE OF COMMODITY OPTIONS: INCOME DISTRIBUTION, OPTIMAL MARKET POSITIONS, AND INSTITUTIONAL VALUE**

**Author:** HANSON, STEVEN DUANE

**Degree:** PH.D.

**Year:** 1988

**Corporate Source/Institution:** IOWA STATE UNIVERSITY ( 0097 )

**Source:** Volume 5001A of Dissertations Abstracts International.

PAGE 213 . 237 PAGES

**PRICE LEVEL RISK MANAGEMENT IN THE PRESENCE OF COMMODITY OPTIONS: INCOME DISTRIBUTION, OPTIMAL MARKET POSITIONS, AND INSTITUTIONAL VALUE**

...management behavior is studied for decision makers who wish to manage price level risk with commodity futures and options contracts. The income distribution that results when both futures and put options... ..two truncated normal distributions and violates the sufficient condition that causes the linear mean-variance model to produce results which are consistent with expected utility maximization. Numerical integration and numerical optimization... ..to solve the expected utility maximization problem. The optimal market positions are found for a predetermined set of market characteristics in both the mean-variance and expected utility maximization problem. The optimal market positions are found for a predetermined set of market characteristics in both the mean-variance and expected utility frameworks for the case of a certain... ..of-period output level.

The relationship between the expected utility market positions and the relevant market factors are estimated using a polynomial function. Localized comparative static results are generated using the numerical... ..variance or polynomial approximation models is shown to be quite small for the levels of market factors considered in the study. If both the futures and put options markets are unbiased, there...

13/3,K/2 (Item 2 from file: 35) [Links](#)

Dissertation Abs Online

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775415 ORDER NO: AAD82-09188

**MODELING THE JAPANESE FEED GRAIN MARKET**

**Author:** WANGWORAWUT, WISUT

**Degree:** PH.D.

**Year:** 1981

**Corporate Source/Institution:** IOWA STATE UNIVERSITY ( 0097 )

**Source:** Volume 4211A of Dissertations Abstracts International.

PAGE 4885 . 213 PAGES

**MODELING THE JAPANESE FEED GRAIN MARKET**

This study develops two Japanese feed grains importation models. Model I considers only the Japanese market and consists of five different sub-models; the feed grain and oil seed imports, the commercial

mixed-feed market, the processed food products market, the livestock products market, and the sources of feed-grain imports. This study also tries to capture Japanese policies on reducing rice stock surpluses by stimulating rice use in mixed-feeds, and diversifying the source of feed grain imports.

There are 39 endogenous variables in Model I. The thirty-nine structural equations consist of: thirty estimated equations, 3 identity equations, and 6 market-clearing conditions. The model under study emphasizes the corn market.

The second model in this study tries to develop an equation for world corn demand. World corn demand is comprised of Japanese corn imports, the European Economic Community's (EEC) corn imports, and the rest of the world corn imports. This model assumes the world supply of corn is predetermined. The world corn price is determined by world corn demands.

Set	Items	Description
S1	4638962	S FORMULA? ? OR VARIABLE? ? OR FACTOR OR FACTORS OR EQUATION? OR MATRIX OR MODEL OR SPECIFICATION? ? OR THEOREM OR MAXIM
S2	6269323	S FACTOR OR FACTORS OR QUALIT??? OR ELEMENT? ? OR CHARACTERISTIC? ? OR PECULIARIT??? OR FEATURE? ? OR ATTRIBUTE? ? OR PROPERTIES OR SPECIFICATION? ? OR PARTICULAR? ? OR VARIABLE? ? OR REQUIREMENT? ? OR NEED? ?
S3	20588	S (TIME OR PRICE OR TREND OR MARKET) (1N) (FACTOR? ? OR CONDITION? ?)
S4	479038	COMMODIT??? (2N) AGRICULTUR? OR COMMODIT??? OR HOG? ? OR CATTLE OR PORK()BELLIES OR SOYBEANS OR GRAIN OR CORN OR OATS OR WHEAT OR CANOLA OR RICE OR COFFEE OR COCOA OR COTTON OR ORANGE()JUICE OR SUGAR OR LUMBER FROM 2, 35, 65, 99, 474, 475, 583, 13
S5	3962810	S FEE OR FEES OR PRICE? ? OR PRICING OR CHARGE? ? OR COST? ? OR RATE OR VALUE OR EXPENS??? OR PAY??? OR PAYMENT? ? OR WORTH
S6	2626885	S FIRST OR FIRST()TIME OR INITIAL OR ORIGINAL OR BASELINE OR PRIMARY
S7	2609425	S SECOND()TIME OR SUBSEQUENT? OR SECOND? OR NEXT? OR AFTER OR AFTERWARD
S8	1344424	S FAVORABLE OR FAVOURABLE OR BENEFICIAL?? OR GOOD OR ADVANTAGEOUS OR ACCEPTABLE OR COST()EFFECTIVE? OR DESIRAB? OR LUCRATIVE OR OPTIM??
S9	32705	S PRE() (DEFIN? OR SET OR DETERMIN? OR ORDAIN? OR ESTABLISH? OR DESIGNATE?) OR PRESELECT? OR PREDETERMINE? OR PREORDAINE? OR PREESTABLISH? OR PREDESIGNATE? OR PREDEFINE?
S10	34768	S (S9(S)S2) OR S3
S11	340347	S S8(S)S5
S12	1830	S S10 AND S11
S13	91	S S12 AND S4
S14	62	S S13 AND S1
S15	49	S S14 NOT PY>2001
S16	49	RD (unique items)

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[File 139] **EconLit 1969-2006/Dec**

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08213238 INSPEC Abstract Number: A2002-09-8130H-001

**Title: Computer simulation of TTT diagrams of some hypoeutectoid plain carbon steels**

**Publication Date:** Aug. 2001

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16/6/2 (Item 2 from file: 2) [Links](#)

07709222 INSPEC Abstract Number: B2000-10-8110B-074

**Title: Modeling and evaluating electricity options markets with intelligent agents**

**Publication Date:** 2000

Copyright 2000, IEE

16/6/3 (Item 3 from file: 2) [Links](#)

07326381 INSPEC Abstract Number: A1999-19-8120L-003, B1999-10-0540-002

**Title: Influence of dynamic densification on microstructure and properties of reaction synthesized TiC ceramic**

**Publication Date:** Jan. 1999

Copyright 1999, IEE

16/6/4 (Item 1 from file: 35) [Links](#)

01764396 ORDER NO: AADAA-IC803174

**Leaving home in a peasant society: Economic fluctuations, household dynamics and youth migration in southern Sweden, 1829--1866**

**Year:** 2000

16/6/5 (Item 2 from file: 35) [Links](#)

01728908 ORDER NO: AADAA-I9958219

**Essays on tax interactions**

**Year:** 1999

16/6/6 (Item 3 from file: 35) [Links](#)

01668220 ORDER NO: AAD99-08144

**ESSAYS ON TARIFFS, TRADE, AND FACTOR MOBILITY**

**Year:** 1998

16/6/7 (Item 4 from file: 35) [Links](#)

01655421 ORDER NO: AAD98-39688

**A GENERALIZED MODEL OF INVESTMENT WITH AN APPLICATION TO FINNISH HOG FARMS**

Year: 1997

16/6/8 (Item 5 from file: 35) [Links](#)

01645262 ORDER NO: AAD98-33613

**SPATIAL MODELS OF ECONOMIC INTEGRATION WITH A PUBLIC SECTOR (URBAN  
MIGRATION, COMMODITY TRADE, MARKET LIBERALIZATION)**

Year: 1998

16/6/9 (Item 6 from file: 35) [Links](#)

01576674 ORDER NO: AAD97-33254

**ESSAYS IN FIXED INCOME PRICING (INTEREST RATES)**

Year: 1997

16/6/10 (Item 7 from file: 35) [Links](#)

01556601 ORDER NO: AAD97-16146

**WEIGHT LOSS AND OTHER PHYSIOLOGICAL ASPECTS OF BUTTERNUT SQUASH: EFFECT OF  
PRESTORAGE AND STORAGE CONDITIONS, AND, PRICE VARIATION OF WINTER SQUASH AT  
THE NORTHEAST WHOLESALE MARKET: A MARKET WINDOW APPROACH (CAROTENE,  
SQUASH, MASSACHUSETTS, MARYLAND, NEW YORK)**

Year: 1997

16/6/11 (Item 8 from file: 35) [Links](#)

01486292 ORDER NO: AADAA-INN05756

**THERMAL ANALYSIS OF ALUMINUM FOUNDRY ALLOYS BY A NOVEL HEAT PIPE PROBE  
(ALUMINUM SILICON ALLOYS)**

Year: 1995

16/6/12 (Item 9 from file: 35) [Links](#)

01453033 ORDER NO: AADAA-I9543671

**EFFECTS OF ASYMMETRIC INFORMATION ON AGRICULTURAL BORROWING, INVESTMENT,  
AND CAPITAL STRUCTURE**

Year: 1995

16/6/13 (Item 10 from file: 35) [Links](#)

01408037 ORDER NO: AADAA-I9514249

**EXPORT PRICE BEHAVIOR OF TAIWANESE MANUFACTURED GOODS: "THEORY AND**



**EVIDENCE" (CHINA)**

**Year: 1994**

16/6/14 (Item 11 from file: 35) [Links](#)

01407513 ORDER NO: AADAA-19512586

**THE POTENTIAL FOR COLLABORATION IN HEDGING MULTIPLE COMMODITY PRICE AND EXCHANGE RATE RISKS**

**Year: 1994**

16/6/15 (Item 12 from file: 35) [Links](#)

01351188 ORDER NO: AAD94-11320

**MULTI-ECHELON PRODUCTION PLANNING: A POLYHEDRAL APPROACH**

**Year: 1993**

16/6/16 (Item 13 from file: 35) [Links](#)

01336606 ORDER NO: NOT AVAILABLE FROM UNIVERSITY MICROFILMS INT'L.

**MODEL OF SELECTION AND EMPLOYMENT OF AGRARIAN MACHINERY, OPTIMIZED FROM AN ECONOMIC POINT OF VIEW: APPLICATION TO SEVERAL EXPLOITATION PRODUCERS OF SUGAR BEETS IN SPAIN**

**Original Title: MODELO DE SELECCION Y EMPLEO DE MAQUINARIA AGRICOLA, OPTIMO DESDE EL PUNTO DE VISTA ECONOMICO: APLICACION A DIVERSAS EXPLOTACIONES PRODUCTORAS DE REMOLACHA AZUCARERA EN ESPANA**

**Year: 1982**

16/6/17 (Item 14 from file: 35) [Links](#)

01325295 ORDER NO: AAD94-00486

**SAW LOG MULTIPLE ALLOCATION MATRIX: A LINEAR PROGRAMMING ALGORITHM FOR IMPROVING PROFIT AND RESOURCE UTILIZATION IN SOFTWOOD LUMBER MANUFACTURING**

**Year: 1993**

16/6/18 (Item 15 from file: 35) [Links](#)

01298008 ORDER NO: AAD93-20703

**REGIONAL FACTOR MARKET DISTORTIONS: THE CASE OF INTERREGIONAL WAGE TRANSMISSION**

**Year: 1993**

16/6/19 (Item 16 from file: 35) [Links](#)

01293270 ORDER NO: NOT AVAILABLE FROM UNIVERSITY MICROFILMS INT'L.  
**OPTIMAL CHARTERING AND INVESTMENT POLICIES FOR BULK SHIPPING**

Year: 1992

16/6/20 (Item 17 from file: 35) [Links](#)

01264801 ORDER NO: AAD81-06054  
**RESPONSE OF SOYBEANS AND WHEAT TO LIMESTONE APPLICATION ON ACID SOILS IN RIO GRANDE DO SUL, BRAZIL**

Year: 1980

16/6/21 (Item 18 from file: 35) [Links](#)

01220598 ORDER NO: AAD92-16896  
**THE IMPACTS OF AGRICULTURAL PRICE POLICIES ON THE ADOPTION OF INTEGRATED PEST MANAGEMENT BY SUBSISTENCE FARMERS: A CASE STUDY OF IRRIGATED RICE FARMERS IN THE PHILIPPINES (PEST MANAGEMENT)**

Year: 1991

16/6/22 (Item 19 from file: 35) [Links](#)

01136093 ORDER NO: AAD90-32757  
**ESSAYS ON DYNAMIC TAX INCIDENCE (INCOME TAX, INVESTMENT)**

Year: 1990

16/6/23 (Item 20 from file: 35) [Links](#)

1078736 ORDER NO: AAD89-24960  
**OPTIMAL DYNAMIC MARKETING STRATEGIES FOR GRAIN PRODUCERS: A CASE STUDY OF WINTER WHEAT (WHEAT)**

Year: 1989

16/6/24 (Item 21 from file: 35) [Links](#)

1067785 ORDER NO: AAD89-13426  
**A STUDY OF IMBIBITION, GERMINATION AND EMERGENCE OF MAR COTTON AS INFLUENCED BY SOIL PHYSICAL PROPERTIES**

Year: 1988

This study focuses on the optimal hedging strategies of a firm which sells its products in both the domestic and foreign markets, and hence encounters multiple commodity price and exchange rate risks. There are two options available to the firm: either have the risk managers manage... ..i.e. no collaboration) or manage them jointly (i.e. collaboration is permitted). A theoretical model is developed to determine the optimal hedge ratios for each of the options. The results indicate that when the risk managers... ..other types of futures contracts that were not previously available to them. In other words, commodity price and exchange rate risks are no longer hedged solely with commodity and currency futures, respectively. Instead, each of the two risks is hedged with both commodity and currency futures.

Optimal ex-ante hedge ratios are estimated in this study for each option (suggested by the model) for a firm which sells corn, soybeans or wheat in the U.S. and in Japan during the period between 1983 to 1992. Our... ..a bigger impact on the firm's overall hedge positions in currency futures than in commodity futures. However, risk managers do not alter their original hedge positions in commodity and currency futures significantly while managing their price and exchange rate risks, respectively.

We evaluated the out-of-sample performances of the optimal hedging strategies and... ..Our results indicate that optimal hedging with collaboration is most successful for a firm selling soybeans in both the U.S. and Japan markets, and least successful for a firm selling wheat in the same markets.

16/3,K/26 (Item 23 from file: 35) [Links](#)

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1057207 ORDER NO: AAD89-09149

**PRICE LEVEL RISK MANAGEMENT IN THE PRESENCE OF COMMODITY OPTIONS: INCOME DISTRIBUTION, OPTIMAL MARKET POSITIONS, AND INSTITUTIONAL VALUE**

**Author:** HANSON, STEVEN DUANE

**Degree:** PH.D.

**Year:** 1988

**Corporate Source/Institution:** IOWA STATE UNIVERSITY ( 0097 )

**Source:** Volume 5001A of Dissertations Abstracts International.

PAGE 213 . 237 PAGES

**PRICE LEVEL RISK MANAGEMENT IN THE PRESENCE OF COMMODITY OPTIONS: INCOME DISTRIBUTION, OPTIMAL MARKET POSITIONS, AND INSTITUTIONAL VALUE**

Optimal risk management behavior is studied for decision makers who wish to manage price level risk with commodity futures and options contracts. The income distribution that results when both futures and put options... ..two truncated normal distributions and violates the sufficient condition that causes the linear mean-variance model to produce results which are consistent with expected utility maximization. Numerical integration and numerical optimization methods are developed to solve the expected utility maximization problem. The optimal market positions are found for a predetermined set of market characteristics in both the mean-variance and expected utility maximization problem. The optimal market positions are found for a predetermined set of market characteristics in both the mean-variance and expected utility frameworks for the case of a certain... ..of-period output level.

The relationship between the expected utility market positions and the relevant market factors are estimated using a polynomial function. Localized comparative static results are generated using the numerical... ..variance or polynomial approximation models is shown to be quite small for the levels of market factors considered in the study. If both the futures and put options markets are unbiased, there...

692671 ORDER NO: AAD80-20492

## AN ANALYSIS OF INTERTEMPORAL BASIS MOVEMENTS

Year: 1979

16/6/44 (Item 1 from file: 583) [Links](#)

09615206

**Sales rise but confidence falls**

UK: softwood market weakened in September 2001

13 Oct 2001

16/6/45 (Item 2 from file: 583) [Links](#)

05932111

**Factors point to a health stock market**

MALAYSIA: BRIGHT STOCK MARKET OUTLOOK

24 Jan 1994

16/6/46 (Item 1 from file: 139) [Links](#)

533082

**Review of:** The theory of international trade: An alternative approach

**Publication Date:** September 2000

16/6/47 (Item 2 from file: 139) [Links](#)

265344

**Title:** Finanzierungsleasing aus vertragstheoretischer Sicht. (With English summary.)

**Publication Date:** December 1991

16/6/48 (Item 3 from file: 139) [Links](#)

223313

**Title:** Efficiency versus Self-financing in Water Quality Management

**Publication Date:** February 1989

16/6/49 (Item 4 from file: 139) [Links](#)

042024

**Title:** Markets and famines

**Publication Date:** 1987

16/6/37 (Item 34 from file: 35) [Links](#)

766737 ORDER NO: NOT AVAILABLE FROM UNIVERSITY MICROFILMS INTL.  
**FACTOR SPECIFICITY AND INTERMEDIATE GOODS IN A SMALL OPEN ECONOMY**

**Year: 1982**

16/6/38 (Item 35 from file: 35) [Links](#)

758790 ORDER NO: AAD81-23320  
**A MARKET MODEL OF THE INVESTMENT PROCESS**

**Year: 1981**

16/6/39 (Item 36 from file: 35) [Links](#)

751630 ORDER NO: NOT AVAILABLE FROM UNIVERSITY MICROFILMS INTL.  
**AERATION OF PADDY: THE MEASUREMENT AND SIMULATION OF DRYING RATES IN THIN LAYERS AND DEEP BEDS**

**Year: 1980**

16/6/40 (Item 37 from file: 35) [Links](#)

743389 ORDER NO: AAD81-08926  
**THE IMPACTS OF DEMAND DYNAMICS AND CONSUMER EXPECTATIONS ON WORLD OIL PRICES**

**Year: 1981**

16/6/41 (Item 38 from file: 35) [Links](#)

741246 ORDER NO: AAD81-02208  
**SHORT-RUN DEMAND FOR IMPORTS AND DOMESTIC SUBSTITUTES IN THE UNITED STATES**

**Year: 1980**

16/6/42 (Item 39 from file: 35) [Links](#)

692802 ORDER NO: AAD80-20954  
**AN ECONOMIC EVALUATION OF THE PERFORMANCE OF THE MOTOR CARRIER INDUSTRY: EFFICIENCY ASPECTS AND AN ARGUMENT FOR DEREGULATION**

**Year: 1980**

16/6/43 (Item 40 from file: 35) [Links](#)

16/6/31 (Item 28 from file: 35) [Links](#)

940859 ORDER NO: AAD87-01706

**AN ECONOMETRIC ANALYSIS OF THE CALIFORNIA RAISIN INDUSTRY (MARKETING ORDER, DEMAND ANALYSIS, EXCHANGE RATES)**

**Year: 1986**

16/6/32 (Item 29 from file: 35) [Links](#)

938486 ORDER NO: AAD87-00589

**A RISK PROGRAMMING MODEL OF GRAIN PRICING STRATEGIES FOR A SOUTHWESTERN MINNESOTA FARM (MOTAD, RISK MANAGEMENT)**

**Year: 1986**

16/6/33 (Item 30 from file: 35) [Links](#)

927391 ORDER NO: AAD86-13612

**THE DYNAMIC INTERACTION OF FOREIGN TRADE, TECHNOLOGY, AND CAPITAL WITH ECONOMIC DEVELOPMENT: THREE ESSAYS**

**Year: 1985**

16/6/34 (Item 31 from file: 35) [Links](#)

903920 ORDER NO: AAD86-00121

**STABILIZING THE COCOA MARKET: A QUARTERLY ECONOMETRIC APPLICATION USING OPTIMAL CONTROL THEORY (DEVELOPMENT, POLICY, MODELLING)**

**Year: 1985**

16/6/35 (Item 32 from file: 35) [Links](#)

901046 ORDER NO: AAD85-29098

**FACTOR PRICE EQUALIZATION AND EXHAUSTIBLE RESOURCES**

**Year: 1985**

16/6/36 (Item 33 from file: 35) [Links](#)

795701 ORDER NO: AAD82-27922

**THE IMPACT OF EGYPTIAN AGRICULTURAL POLICIES ON FARM INCOME AND RESOURCE USE**

**Year: 1982**

16/6/25 (Item 22 from file: 35) [Links](#)

1062960 ORDER NO: AAD89-12044

**A THEORETICAL MODEL OF GENERIC AND BRAND ADVERTISING**

Year: 1988

16/6/26 (Item 23 from file: 35) [Links](#)

1057207 ORDER NO: AAD89-09149

**PRICE LEVEL RISK MANAGEMENT IN THE PRESENCE OF COMMODITY OPTIONS: INCOME DISTRIBUTION, OPTIMAL MARKET POSITIONS, AND INSTITUTIONAL VALUE**

Year: 1988

16/6/27 (Item 24 from file: 35) [Links](#)

1002430 ORDER NO: AAD84-09869

**POPULATION GROWTH, AGRICULTURAL CHANGE AND ECONOMIC INTEGRATION IN CENTRAL AND EASTERN CHINA: 1890'S-1930'S**

Year: 1983

16/6/28 (Item 25 from file: 35) [Links](#)

0994566 ORDER NO: NOT AVAILABLE FROM UNIVERSITY MICROFILMS INTL.

**EQUILIBRATION PROCESSES IN WOOL AND WOOL-BLEND TEXTILE MATERIALS**

Year: 1987

16/6/29 (Item 26 from file: 35) [Links](#)

0987159 ORDER NO: AAD88-06012

**THE EFFECT OF DELIVERABLE SUPPLY ON THE GNMA SPOT AND FUTURES MARKET**

Year: 1987

16/6/30 (Item 27 from file: 35) [Links](#)

0985014 ORDER NO: AAD88-07567

**THE IMPACT OF TRADED GOOD PRICE CHANGES ON THE DOMESTIC PRICE LEVEL: A SPECIFIC-FACTOR GENERAL EQUILIBRIUM MODEL WITH NOMINAL FACTOR PRICE RIGIDITIES**

Year: 1987

Dissertation Abs Online

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01576674 ORDER NO: AAD97-33254

**ESSAYS IN FIXED INCOME PRICING (INTEREST RATES)**

**Author:** CHACKO, GEORGE CARL

**Degree:** PH.D.

**Year:** 1997

**Corporate Source/Institution:** HARVARD UNIVERSITY ( 0084 )

**Source:** Volume 5805A of Dissertations Abstracts International.

PAGE 1836 . 157 PAGES

This dissertation develops four separate models for pricing fixed income securities. In each **model**, the relationship between equilibrium interest rates and other financial quantities is studied.

The first chapter studies the importance of the most commonly used **factors** in models of the term structure as well as the importance of one seldom used **factor**. To this end, the paper develops a continuous-time, four-**factor** **model** of the term structure. The **factors** include the instantaneous interest rate, its volatility, its long-run mean, and a **factor** that is "independent" of, i.e., not a component of, the interest rate process. Closed... ..time estimates for all parameters are obtained.

The second chapter develops a two-country, two-**good model** of an international economy with systematic jump and diffusion risks. Each country has a production... ..violations of the purchasing power parity relationship. Real and nominal exchange rates, interest rates, and **commodity prices**, as well as inflation dynamics are derived endogenously. These quantities along with their volatilities all follow jump-diffusion processes. Closed-form solutions for the **prices** of bonds, bond futures, bond options, currency forwards and futures, currency options, and currency futures... ..averages. These models extend the class of Asian options to markets where the underlying traded **variable** follows a mean-reverting process. The approach builds from the digital Asian option on the...

16/3,K/14 (Item 11 from file: 35) [Links](#)

Dissertation Abs Online

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01407513 ORDER NO: AADAA-19512586

**THE POTENTIAL FOR COLLABORATION IN HEDGING MULTIPLE COMMODITY PRICE AND EXCHANGE RATE RISKS**

**Author:** WAN, SIAW-PENG

**Degree:** PH.D.

**Year:** 1994

**Corporate Source/Institution:** UNIVERSITY OF ILLINOIS AT URBANA-CHAMPAIGN ( 0090 )

**Source:** Volume 5512A of Dissertations Abstracts International.

PAGE 3946 . 199 PAGES

**THE POTENTIAL FOR COLLABORATION IN HEDGING MULTIPLE COMMODITY PRICE AND EXCHANGE RATE RISKS**

...in the process of production, distribution and marketing due to the structure of the firms, market conditions, or some unforeseen circumstances such as natural catastrophe. Instruments have been developed to help firms... ..contracts are one of the most commonly used hedging instruments.



16/3.K/31 (Item 28 from file: 35) [Links](#)

Dissertation Abs Online

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940859 ORDER NO: AAD87-01706

**AN ECONOMETRIC ANALYSIS OF THE CALIFORNIA RAISIN INDUSTRY (MARKETING ORDER, DEMAND ANALYSIS, EXCHANGE RATES)**

**Author:** NUCKTON, CAROLE FRANK

**Degree:** PH.D.

**Year:** 1986

**Corporate Source/Institution:** UNIVERSITY OF CALIFORNIA, DAVIS ( 0029 )

**Source:** Volume 4710A of Dissertations Abstracts International.

PAGE 3828 . 252 PAGES

...same problems that are encountered in the production and marketing of a number of other **agricultural commodities**, for example, dealing with intra- and interseasonal surpluses or the pricing of export sales. The objective of the study was to construct an econometric **model** and use it to analyze economic problems facing the NTS industry. The period of analysis was 1963-83.

A systems approach was used, constructing the **model** in several blocks: (1) growers' supply response; (2) allocation between the dried and crush outlets... ..system, using nonlinear three-stage least squares, specifying a subset of the (many) exogenous and **predetermined variables** as instruments for use in the second stage. All price coefficients in the two domestic... ..functions were negative and statistically significant. Demand was generally found to be inelastic.

The marketing **model** was linked to the supply, allocation, and institutional sectors in a dynamic framework, and various validation procedures were performed.

The **model** was used for several experiments: an alternative export **pricing** strategy, more **favorable** exchange **rate** conditions, termination of volume control under the marketing order, and an increased **rate** of vine removal. The **model** suggests that if export **prices** had not been reduced in 1981-83, exports would have been 33 percent lower, but...

16/3.K/32 (Item 29 from file: 35) [Links](#)

Dissertation Abs Online

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938486 ORDER NO: AAD87-00589

**A RISK PROGRAMMING MODEL OF GRAIN PRICING STRATEGIES FOR A SOUTHWESTERN MINNESOTA FARM (MOTAD, RISK MANAGEMENT)**

**Author:** OHANNESIAN, JUDY ANN

**Degree:** PH.D.

**Year:** 1986

**Corporate Source/Institution:** UNIVERSITY OF MINNESOTA ( 0130 )

**Source:** Volume 4709A of Dissertations Abstracts International.

PAGE 3507 . 181 PAGES

**A RISK PROGRAMMING MODEL OF GRAIN PRICING STRATEGIES FOR A SOUTHWESTERN**

## **MINNESOTA FARM (MOTAD, RISK MANAGEMENT)**

Pricing strategies have been recognized in recent years by agricultural economists as tools in the management of risk during periods of unstable prices. Emphasis has shifted away from choosing the optimal farm production plan to selecting the optimal strategies to sell or price a crop.

The objectives of this study were to define a set of relevant pricing strategies for a typical farm in southwestern Minnesota and develop a risk minimizing farm planning model to select risk efficient farm plans from among the production and pricing alternatives available to producers in the area. A MOTAD (Minimizing Total Absolute Deviations) model was used in this analysis.

Ten pricing strategies were evaluated for both corn and soybeans. These strategies included pricing the crop in the local cash market, three cash forward contracts... ..scale-up strategies in which pricing decisions are made based on the relationship between current market conditions and production costs.

Actual farm record data was used to obtain yields and production costs... ..second stage of analysis incorporates risk measured by TAD (Total Absolute Deviations) into the MOTAD model.

Soybeans were the dominant crop in the risk neutral solution where the acreage of corn and soybeans were not restricted. Soybean acreage continues to exceed corn acreage in each solution along the risk frontier. Corn was increasingly brought into the model as the level of acceptable risk approaches moderate levels and then declines to very low...

Set	Items	Description
S1	6203038	S FORMULA? ? OR VARIABLE? ? OR FACTOR OR FACTORS OR EQUATION? OR MATRIX OR MODEL OR SPECIFICATION? ? OR THEOREM OR MAXIM
S2	103048	S PRE() (DEFIN? OR SET OR DETERMIN? OR ORDAIN? OR ESTABLISH? OR DESIGNATE?) OR PRESELECT? OR PREDETERMINE? OR PREORDAINE? OR PREESTABLISH? OR PREDESIGNATE? OR PREDEFINE?
S3	19178114	S FACTOR OR FACTORS OR QUALIT??? OR ELEMENT? ? OR CHARACTERISTIC? ? OR PECULIARIT??? OR FEATURE? ? OR ATTRIBUTE? ? OR PROPERTIES OR SPECIFICATION? ? OR PARTICULAR? ? OR VARIABLE? ? OR REQUIREMENT? ? OR NEED? ?
S4	521042	S (TIME OR PRICE OR TREND OR MARKET) (1N) (FACTOR? ? OR CONDITION? ?)
S5	4388557	COMMODIT??? (2N) AGRICULTUR? OR COMMODIT??? OR HOG? ? OR CATTLE OR PORK() BELLIES OR SOYBEANS OR GRAIN OR CORN OR OATS OR WHEAT OR CANOLA OR RICE OR COFFEE OR COCOA OR COTTON OR ORANGE() JUICE OR SUGAR OR LUMBER FROM 20, 15, 610, 810, 476, 613, 813
S6	24759275	S FEE OR FEES OR PRICE? ? OR PRICING OR CHARGE? ? OR COST? ? OR RATE OR VALUE OR EXPENS??? OR PAY??? OR PAYMENT? ? OR WORTH
S7	9392620	S FAVORABLE OR FAVOURABLE OR BENEFICIAL?? OR GOOD OR ADVANTAGEOUS OR ACCEPTABLE OR COST() EFFECTIVE? OR DESIRAB? OR LUCRATIVE OR OPTIM??
S8	526544	S (S2(5N)S3) OR S4
S9	1238308	S S7(5N)S6
S10	1793	S S8(5N)S9
S11	43	S S10(5N)S5
S12	1	S S11(5N)S1
S13	139	S S10(5N)S1
S14	1	S S12(5N)S5
S15	0	S S12 NOT S14

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*\*File 613: File 613 now contains data from 5/99 forward. Archive data (1987-4/99) is available in File 813.*

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(c) 1999 PR Newswire Association Inc. All rights reserved.

[File 634] **San Jose Mercury** Jun 1985-2006/Dec 08  
(c) 2006 San Jose Mercury News. All rights reserved.

[File 624] **McGraw-Hill Publications** 1985-2006/Dec 12  
(c) 2006 McGraw-Hill Co. Inc. All rights reserved.

*\*File 624: Homeland Security & Defense and 9 Platt energy journals added Please see HELP NEWS624 for more*

14/3,K/1 (Item 1 from file: 476) [Links](#)

Financial Times Fulltext

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0009006037 BOHBUABAHIFT

**Commodities and Agriculture: Prospects favourable for wheat production**

ALISON MAITLAND

Financial Times , London Edition 1 ED , P 27

Friday , February 21, 1997

**DOCUMENT TYPE:** Stories; NEWSPAPER **LANGUAGE:** ENGLISH **RECORD TYPE:** FULLTEXT

Word Count: 359

**TEXT:**

Prospects for this year's global **wheat** production, an increasingly important **factor** in **market prices**, are looking **favourable**, according to **grain** experts.

The United Nations Food and Agriculture Organisation has reported that 1997 cereal crops appeared...

Set Items Description

S1 6206458 S FORMULA? ? OR VARIABLE? ? OR FACTOR OR FACTORS OR EQUATION? OR MATRIX OR  
MODEL OR SPECIFICATION? ? OR THEOREM OR MAXIM  
S2 103116 S PRE()(DEFIN? OR SET OR DETERMIN? OR ORDAIN? OR ESTABLISH? OR DESIGNATE?) OR  
PRESELECT? OR PREDETERMINE? OR PREORDAINE? OR PREESTABLISH? OR PREDESIGNATE? OR  
PREDEFINE?  
S3 19189333 S FACTOR OR FACTORS OR QUALIT??? OR ELEMENT? ? OR CHARACTERISTIC? ? OR  
PECULIARIT??? OR FEATURE? ? OR ATTRIBUTE? ? OR PROPERTIES OR SPECIFICATION? ? OR PARTICULAR? ?  
OR VARIABLE? ? OR REQUIREMENT? ? OR NEED? ?  
S4 521281 S (TIME OR PRICE OR TREND OR MARKET)(1N)(FACTOR? ? OR CONDITION? ?)  
S5 4391178 COMMODIT??? (2N) AGRICULTUR? OR COMMODIT??? OR HOG? ? OR CATTLE OR  
PORK()BELLIES OR SOYBEANS OR GRAIN OR CORN OR OATS OR WHEAT OR CANOLA OR RICE OR COFFEE  
OR COCOA OR COTTON OR ORANGE()JUICE OR SUGAR OR LUMBER FROM 20, 15, 610, 810, 476, 613, 813  
S6 24772268 S FEE OR FEES OR PRICE? ? OR PRICING OR CHARGE? ? OR COST? ? OR RATE OR VALUE OR  
EXPENS??? OR PAY??? OR PAYMENT? ? OR WORTH  
S7 9398377 S FAVORABLE OR FAVOURABLE OR BENEFICIAL?? OR GOOD OR ADVANTAGEOUS OR  
ACCEPTABLE OR COST()EFFECTIVE? OR DESIRAB? OR LUCRATIVE OR OPTIM??  
S8 530849 S (S2(10N)S3) OR S4  
S9 1559363 S S7(10N)S6  
S10 4557 S S8(10N)S9  
S11 1275 S S10(2S)S1  
S12 146 S S11(2S)S5  
S13 117 S S11(S)S1  
S14 20 S S13 NOT PY>2001

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?

14/3,K/1 (Item 1 from file: 20) [Links](#)

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10894916 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**Eat healthy, opt for the real thing**

Phyllis Glazer

JERUSALEM POST

May 04, 2000

**Journal Code: WJPT Language: English Record Type: FULLTEXT**

**Word Count: 688**

**(USE FORMAT 7 OR 9 FOR FULLTEXT)**

...circulated some years ago in New York schools, children were asked the origin of fresh **orange juice**. Not surprisingly, most children answered "from a carton."

If this description of culinary life in...

14/3,K/2 (Item 2 from file: 20) [Links](#)

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08857066 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**NEON SYSTEMS: NEON Systems announces NEON 24X7, a next generation IMS subsystem management console**

M2 PRESSWIRE

December 23, 1999

**Journal Code: WMPR Language: English Record Type: FULLTEXT**

**Word Count: 601**

**(USE FORMAT 7 OR 9 FOR FULLTEXT)**

...and IMS mainframe environments as the demand for existing and new applications increases. Headquartered in **Sugar Land** (Houston), Texas, NEON has sales, support, and distributor offices covering 25 countries around the...

14/3,K/3 (Item 3 from file: 20) [Links](#)

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08802786 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**NEON Systems Announces NEON 24X7, a Next Generation IMS Subsystem Management Console for Single Point of Control**

PR NEWSWIRE

December 20, 1999



**Journal Code:** WPRW **Language:** English **Record Type:** FULLTEXT

**Word Count:** 579

**(USE FORMAT 7 OR 9 FOR FULLTEXT)**

...and IMS mainframe environments as the demand for existing and new applications increases. Headquartered in **Sugar Land** (Houston), Texas, NEON has sales, support, and distributor offices covering 25 countries around the...

14/3,K/4 (Item 4 from file: 20) [Links](#)

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06121685 **(USE FORMAT 7 OR 9 FOR FULLTEXT)**

**DAILY BUSINESS REPORT**

July 8, 1999, Thursday. Volume VIII, Issue 126 (2049)

WORLD NEWS CONNECTION

July 07, 1999

**Journal Code:** WWNC **Language:** English **Record Type:** FULLTEXT

**Word Count:** 6407

**(USE FORMAT 7 OR 9 FOR FULLTEXT)**

...in correspondent accounts in the Central Bank) in the financial system.

Excess liquidity is a **factor** which could potentially destabilize stability in the hard currency rate and be a major source... After payments were finished in 1992, barter trade stopped and important products such as oil, **cotton** and **cotton** fiber were excluded from the list of goods exported to Russia. Syria currently supplies Russia ...

14/3,K/5 (Item 5 from file: 20) [Links](#)

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05149744 **(USE FORMAT 7 OR 9 FOR FULLTEXT)**

**China: Consumers' taste changes, survey**

CHINA DAILY , p 3

April 30, 1999

**Journal Code:** FCHD **Language:** English **Record Type:** FULLTEXT

**Word Count:** 399

**(USE FORMAT 7 OR 9 FOR FULLTEXT)**

...buying food. For 49 per cent it is the "nutritional quality" which has replaced the **price factor** dominant in the past.

To stay in **good** health, Beijing residents are willing to spend

money to improve their diet. Then, they spend...

14/3,K/6 (Item 1 from file: 15) [Links](#)

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02597496 82395768

**Postal service pricing subject to reliability constraints on service quality**

Jess S. Boronico

Pricing Strategy & Practice v5n2 pp: 80-93

1997

ISSN: 0968-4905 Journal Code: PSAP

Word Count: 7716

Text:

...reliability.

The paper proceeds as follows. Section two discusses related literature. Section three introduces the **model** and the results from which optimal solutions are obtained. Section four contains illustrative numerical examples...

...prescription that price is set equal to marginal cost. Essentially, setting the price of every **commodity** or service equal to its marginal cost is required to achieve (Pareto) efficiency. If the price of some **commodity** or service is not set equal to its marginal cost, then this price will not...

...an additional unit, and will not give the appropriate signal to consumers to purchase the **optimal** quantity. For cases where this **price-marginal-cost** equality is violated due to inherent **market conditions**, second-best solutions are often utilized (Farrell, 1958; Leinbenstein, 1966; Lipsey and Lancaster, 1956). Peak...

14/3,K/7 (Item 2 from file: 15) [Links](#)

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01850556 05-01548

**Market price**

Frederick, David

Credit Management pp: 26-27

Jun 1999

ISSN: 0265-2099 Journal Code: CRM

Word Count: 1729

Text:

...supply curve as shown in figure 3. The level of supply is determined by the **price** of the **good** and non-**price factors**, in a similar manner to the determination of the level of demand. of supply are the cost of the **factors** of production; changes in technology; government taxes and subsidies; and the productive capacity of **factors** of production.

In a similar manner to the demand curve, changes in the non-price **factors** result in inward and outward shifts of the supply curve. Whereas changes in the price...

14/3.K/8 (Item 3 from file: 15) [Links](#)

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01410997 00061984

**A critique of neoclassicism and New Keynesianism**

McLeod, Alex N

Eastern Economic Journal v23n1 pp: 101-112

Winter 1997

ISSN: 0094-5056 Journal Code: EEJ

Word Count: 6087

Text:

...theory. It would appear that the onus is on the neoclassicists to show that the **model** of pure competition offers a better explanation of real-world price phenomena.

The appropriate microeconomic...

...an auction market, as neoclassical theory implies, but an adaptation of the workings of organized **commodity** and securities exchanges, in which trading occurs in standard board lots, would-be sellers set...

...buyer accepts some seller's asking price, or some seller accepts some buyer's bid **price** [McLeod, 1994, 101-104]. If **market conditions** prove less **favorable** than expected, sellers may have to reduce their asking **prices** sooner or later, but if **market conditions** prove more **favorable** than expected they will feel free to raise them promptly. In general, then, wages and...

14/3.K/9 (Item 4 from file: 15) [Links](#)

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01237364 98-86759

## The early history of the box diagram

Humphrey, Thomas M

Economic Quarterly (Federal Reserve Bank of Richmond) v82n1 pp: 37-75

Winter 1996

ISSN: 1069-7225 Journal Code: ERR

Word Count: 11960

Text:

...factor and import the good intensive in its scarce factor. And the factor-price-equalization **theorem** says that free trade in **commodities** equalizes **factor** prices worldwide just as unrestricted **factor** mobility would do.

The box diagram clarifies the underlying logic.

Initially, in the absence of...

...isolation at points L and H on their respective contract curves. At those autarky points, **factor** prices and **factor** combinations used to produce each good differ across the two countries as do product prices. **Wheat**, the capital-intensive good, is cheapest in terms of watches in capital-rich country I. Conversely, watches, the laborintensive good, are cheapest in terms of **wheat** in labor-abundant country II.

When trade opens up, country I produces more of its export good, **wheat**, and fewer import-competing watches. The country moves along its contract curve to the free-trade point K. There, I's relative **commodity** prices, or terms of trade, are the same as those abroad such that no incentive...

...the rays AK and CK, whose slopes represent the factor proportions employed in I's **wheat** and watch industries, respectively, intersect as required by the full-employment assumption.

Lancaster proves that...

...for country II is J. The reason is simple. Free trade equalizes the ratio of **commodity** prices worldwide. In equilibrium, that ratio equals the marginal rate of factor substitution which equals...

...demonstration of the Heckscher-Ohlin theorem: each country produces (and exports) relatively more of the **good** intensive in its abundant **factor**.

### Factor-Price-Equalization Theorem

As for absolute **factor-price** equalization, Lancaster offered the following demonstration. Observe the tangent isoquants at the free-trade equilibrium...

...to-scale considerations dictate that these isoquants, lying as they do on identical or parallel **factor**-proportion rays, possess the same slopes at one equilibrium point as they do at the other. But these slopes represent the ratios of **factor** marginal productivities which, as noted above, free trade equalizes across countries. Indeed, Lancaster shows that...

...same linear production technology, free trade equalizes absolute as well as relative marginal productivities. Each **factor**'s individual marginal productivity is the same in both nations.

Two additional steps complete the...

...cites the law-of-one-price notion that free trade renders the price of any traded **commodity** everywhere the same. The second refers to the competitive equilibrium condition that the price of any **factor** equals its marginal productivity multiplied by **commodity** price. Since trade equalizes **commodity** prices and marginal productivities worldwide, it equalizes their multiplicative product, **factor** prices, as well.

Lancaster's demonstration appeared at a time when other scholars were contributing...

...box and Ronald Jones's 1956 use of the diagram to examine the effects of **factor**-intensity reversals. These applications would have delighted Edgeworth. Apparently there was no end to what...

14/3,K/10 (Item 5 from file: 15) [Links](#)

ABI/Inform(R)

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01049277 96-98670

Masterclass

Cameron, Doug .

Airfinance Journal n174 pp: 39-41

Jun 1995

ISSN: 0143-2257 Journal Code: AIF

Word Count: 1771

Text:

...November 1994 with a \$1.5 billion issue that was more than 50% oversubscribed.

While **market conditions** were **favourable** at the time, sensible **pricing** succeeded in attracting a broad swathe of banks and, just as importantly, sent a longer...

...of the owners to move joint and severable guarantees off their own balance sheets, Tony **Rice**, group treasurer at British Aerospace and

acting chief executive of AFC, says that the format was inefficient as it offered no incentive for financiers to become involved in residual values.

**Rice**, together with Ian Massey, financial controller at Airbus, was tasked by the partners and management...

...asset-based financing, standardization of contracts and, in the longer-term, opportunities for securitization, says **Rice**.

The two-stage structure of AFC will see a several guarantee remain on the debt...

14/3,K/11 (Item 6 from file: 15) **Links**

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01030961 96-80354

**Overall pace of economic growth slows Manufacturing and labor markets remain strong**

Anonymous

Fedgazette v7n2 pp: 12

Apr 1995

ISSN: 1045-3334 Journal Code: FED

Word Count: 1079

**Text:**

...Atlanta, Chicago, Minneapolis and Dallas note an increase in commercial construction, driven by such diverse **factors** as a scarcity of large blocks of contiguous office space (Atlanta), expansion of manufacturing capacity...

...in Philadelphia, Cleveland, Atlanta and St. Louis while remaining flat in Richmond and Dallas.

Agriculture **Favorable** weather conditions coupled with increases in crop and livestock **prices** brightened the outlook for farm incomes. Chicago reports that **market conditions** in the agricultural sector held up better than expected. Mild winter weather benefited livestock production...

...Dallas and San Francisco note that strong domestic demand coupled with reduced foreign supply boosted **cotton** prices.

Prices and wages Although **commodity** prices have continued to rise, several districts report that the rate of increase seems to...

...price increases. Contacts in Cleveland report a moderation in the rate of increase of industrial **commodity** prices. Fewer manufacturers in Minneapolis report delivery delays, while manufacturers in Dallas expect price pressures...

...manufacturers' input prices have ebbed and notes that recovery abroad may put upward pressure on **commodity** prices by tightening import supplies.

In general, the districts report that increases in **commodity** prices have not spilled over into prices of finished goods. Boston notes that finished goods...

14/3,K/12 (Item 7 from file: 15) [Links](#)

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00396416 88-13249

### **Determination of the Crop Mix of a Rubber and Oil Palm Plantation -- A Programming Approach**

Tan, Lee-Peng; Fong, Chan-Onn

European Journal of Operational Research v34n3 pp: 362-371

Mar 1988

ISSN: 0377-2217 Journal Code: EJO

#### **Abstract:**

A multiperiod, multiobjective linear programming **model** is developed to capture, as accurately as possible, the complex relationship between **factors** of production and the constraints operating on these **factors** for a perennial crop plantation. The primary objective is to provide a tool for determining the **optimal** crop mix under **conditions** of **price** uncertainty. Information necessary for the company's capital budgeting can be derived simultaneously. Uncertainty is accommodated in the **model's** linear risk constraint, and the level of uncertainty is parameterized to obtain the efficiency...

...are analyzed. The optimal plans comprise a combination of 3 crops -- rubber, oil palm, and **cocoa**-coconut, intercropped in varying proportions. Sensitivity analyses are performed on the usage **factors** of production as well as the rate of export duty the company must pay.

14/3,K/13 (Item 8 from file: 15) [Links](#)

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00291785 85-32219

### **Executive Health**

de Clifford, Max

Australian Accountant v55n7 pp: 20-22

Aug 1985

ISSN: 0004-8631 Journal Code: AAA

**Abstract:**

...marital quarrels. Executives may drink to relieve stress or to be sociable, but low blood **sugar** may also contribute to excess drinking. Actions that corporations can take to reduce the alcohol...

...is a means of early detection of treatable disease, and the firm must evaluate the **cost-effectiveness** of offering this service.

The most meaningful **cost-effective** medical will include: 1. assessment of risk **factors**, 2. **time** to counsel and educate, and 3. anonymity of patient history.

14/3,K/14 (Item 9 from file: 15) [Links](#)

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00261099 85-01532

**Imperfect Factor Mobility: A Generalization and Synthesis of Two-Sector Models of International Trade**

Casas, F. R.

Canadian Journal of Economics v17n4 pp: 747-761

Nov 1984

ISSN: 0008-4085 **Journal Code: CJE**

**Abstract:**

A 2-sector general equilibrium **model** is developed that is characterized by an endogenous **factor** price differential stemming from imperfect **factor** mobility. The **model** is used to investigate the validity of some conventional results in international trade theory. It is shown that the traditional 2-good, 2-**factor** models with and without exogenous **factor price** differentials, as well as the neoclassical **model** providing for industry-specific **factors**, all may be treated as special cases of the **model** developed here. Analysis leads to 3 major conclusions: 1. demonstration that **commodity factor** intensity rankings alone do not determine the relationship between endogenous and exogenous **variables**, 2. an indication of the role played by the elasticity of intersectoral **factor** mobility in determining the impacts of exogenous disturbances, and 3. a proof that the allocational and distributional effects of **factor** price differentials must be dissociated from their welfare implications.

14/3,K/15 (Item 10 from file: 15) [Links](#)

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00155484 81-25361

**Trade, Factor Prices, and the Gains from Trade with Increasing Returns to Scale**

Markusen, James R.; Melvin, James R.

Canadian Journal of Economics v14n3 pp: 450-469

Aug 1981

ISSN: 0008-4085 Journal Code: CJE

**Abstract:**

...the result of such problems as multiple equilibria and the tendency toward complete specialization. A **model** is constructed in which determinant relationships exist among country size, the direction of trade, the gains from trade, and international **factor price** differences. This **model** is of the 2-good, 2-factor, 2-country type, in which one good is produced with increasing returns to scale while constant returns are produced with the other. Use of the **model** resulted in a number of principal findings, including: 1. At least one stable equilibrium must...

...can lose if both production frontiers are concave over the relevant region. 3. Trade in **factors** and trade in **commodities** may be 'complements' rather than the 'substitutes' they represent in the Heckscher-Ohlin **model**. 4. If both goods and **factors** are perfectly mobile, a trading equilibrium must involve at least one country specializing, with relative **factor** endowments characterized by a relatively well-endowed large country using the **factor** intensively in the good produced with increasing returns.

14/3,K/16 (Item 1 from file: 476) [Links](#)

Financial Times Fulltext

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0009006037 B0HBUABAHIFT

**Commodities and Agriculture: Prospects favourable for wheat production**

ALISON MAITLAND

Financial Times, London Edition 1 ED, P 27

Friday, February 21, 1997

**DOCUMENT TYPE:** Stories; **NEWSPAPER LANGUAGE:** ENGLISH **RECORD TYPE:** FULLTEXT

Word Count: 359

**TEXT:**

Prospects for this year's global **wheat** production, an increasingly important **factor** in **market prices**, are looking **favourable**, according to **grain** experts.

The United Nations Food and Agriculture Organisation has reported that 1997 cereal crops appeared 'mostly satisfactory so far', with good **wheat** harvests expected in Asia and Europe.

14/3,K/17 (Item 1 from file: 813) [Links](#)

PR Newswire

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1402280 a1930

### **Celanese Canada's 1998 Results Reflect Asian Crisis, Downward Cycle**

**Date:** January 11, 1919    **14:19 EST**    **Word Count:** 1,463

...s results. Lower methanol prices and a general decline in prices and volumes for other **commodity** chemicals were the major **factors** affecting this business. Higher costs for natural gas, the main feedstock for methanol, were partially offset by **favorable** butane **costs**

"The difficult **market conditions** experienced in 1998 will likely continue into 1999," said Whitcomb. "As a result, we expect...

...1999 earnings to be weaker, given the cyclical low and excess world-wide capacity for **commodity** chemicals."

Celanese Canada Inc., one of Canada's top 300 companies, employs 1,500 people...

14/3,K/18 (Item 2 from file: 813) [Links](#)

PR Newswire

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1086560 NYW049

### **New Holland's Revenue Growth Continues in First Quarter 1997; Strong First Quarter Continues 1996 Momentum**

**Date:** April 23, 1997    **03:54 EDT**    **Word Count:** 1,088

...industry remains weak.

#### **Market Outlook.**

Economic fundamentals remain in place for a solid 1997. After **commodity** prices weakened last winter, prices have shown improvement. In Western Europe, the Company expects the...

...combines is expected to be in line with 1996, based on farmer planting

intentions, projected **commodity** demand and price levels. In Brazil, combine industry sales for the first quarter were stronger than in 1996 resulting from **good market conditions** and expectations of strong **commodity prices**.

Certain of the information included in this press release, including this Market Outlook section, is...

...is predominantly based on its interpretation of what it considers to be the key economic **factors** affecting these businesses. Forward-looking statements with regard to the Company's businesses involve a number of important **factors** that are subject to change, including: the many interrelated **factors** that affect farmers' confidence, including world-wide demand for agricultural products, world **grain** stocks, **commodities** prices, weather, animal diseases, crop pests, harvest yields, real estate values and governmental farm programs...

14/3,K/19 (Item 3 from file: 813) [Links](#)

PR Newswire

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1070141

CLTU007

**Lindsay Manufacturing 2nd-Qtr Revenues Rose 20%, Net Gained 16%; Capitalizing On North American Market**

**Date:** March 18, 1997    **09:07 EST**    **Word Count:** 1,384

...s top-line growth goal of 5 to 10 percent for the year," stated Parker. "Market conditions remain **favorable** as above average **commodity pricing** continues to strengthen the U.S. farm economy. The spring planting is complete in the...

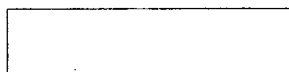
...capacity utilization, Lindsay has positioned itself to effectively capitalize on opportunities created by these market **factors**."

Parker concluded that "based on promising market conditions, as well as our strong first and...

14/3,K/20 (Item 1 from file: 624) [Links](#)

McGraw-Hill Publications

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0474969

'AIRLINE BANKRUPTCY VIRUS MUST BE STOPPED'

Aviation Week & Space Technology, Vol. 138,

No. 18, Pg 66

May 3, 1993

JOURNAL CODE: AW

SECTION HEADING: VIEWPOINT ISSN: 0005-2175

WORD COUNT: 753

TEXT:

...ensure profitable operations. It has often been observed that an airline seat is a perishable **commodity**. It cannot be inventoried like a manufactured product and sold at a later date when **market conditions** are more **favorable**. This fact encourages carriers to **price** their seats just high enough to generate cash and make some contribution to fixed costs...

... of commissions, food costs and a limited amount of added flying expense--is a significant **factor** in the bankrupt carrier's pricing decision but represents only about 20% of fully allocated...

Set Items Description

S1 136040 S FORMULA? ? OR VARIABLE? ? OR FACTOR OR FACTORS OR EQUATION? OR MATRIX OR  
MODEL OR SPECIFICATION? ? OR THEOREM OR MAXIM  
S2 2504 S PRE()(DEFIN? OR SET OR DETERMIN? OR ORDAIN? OR ESTABLISH? OR DESIGNATE?) OR  
PRESELECT? OR PREDETERMINE? OR PREORDAINE? OR PREESTABLISH? OR PREDESIGNATE? OR  
PREDEFINE?  
S3 394753 S FACTOR OR FACTORS OR QUALIT??? OR ELEMENT? ? OR CHARACTERISTIC? ? OR  
PECULIARIT??? OR FEATURE? ? OR ATTRIBUTE? ? OR PROPERTIES OR SPECIFICATION? ? OR PARTICULAR? ?  
OR VARIABLE? ? OR REQUIREMENT? ? OR NEED? ?  
S4 14491 S (TIME OR PRICE OR TREND OR MARKET)(1N)(FACTOR? ? OR CONDITION? ?)  
S5 34214 COMMODIT??? (2N) AGRICULTUR? OR COMMODIT??? OR HOG? ? OR CATTLE OR PORK()BELLIES  
OR SOYBEANS OR GRAIN OR CORN OR OATS OR WHEAT OR CANOLA OR RICE OR COFFEE OR COCOA OR  
COTTON OR ORANGE()JUICE OR SUGAR OR LUMBER FROM 256, 625, 268, 626, 267  
S6 680046 S FEE OR FEES OR PRICE? ? OR PRICING OR CHARGE? ? OR COST? ? OR RATE OR VALUE OR  
EXPENS??? OR PAY??? OR PAYMENT? ? OR WORTH  
S7 180623 S FAVORABLE OR FAVOURABLE OR BENEFICIAL?? OR GOOD OR ADVANTAGEOUS OR  
ACCEPTABLE OR COST()EFFECTIVE? OR DESIRAB? OR LUCRATIVE OR OPTIM??  
S8 14721 S (S2(10N)S3) OR S4  
S9 37206 S S7(10N)S6  
S10 963 S S8(5S)S9  
S11 437 S S10(5S)S1  
S12 56 S S11 AND S5  
S13 55 S S11 AND S5  
S14 34 S S13 NOT PY>2001

; show files

[File 256] **TecInfoSource** 82-2006/Jun

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[File 625] **American Banker Publications** 1981-2006/Dec 12

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[File 268] **Banking Info Source** 1981-2006/Dec W1

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[File 626] **Bond Buyer Full Text** 1981-2006/Dec 12

(c) 2006 Bond Buyer. All rights reserved.

[File 267] **Finance & Banking Newsletters** 2006/Dec 11

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?

14/3,K/1 (Item 1 from file: 256) [Links](#)

TecInfoSource

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00136610      **Document Type:** Review

**Product Names:** Software Selection (839965); Pricing (830292)

**Title:** It's A Buyer's Market for Software Deals

**Author:** Songini, Marc L

**Source:** Computerworld ,    v36 n5   p34(1) Jan 28, 2002

**ISSN:** 0010-4841

**Homepage:** <http://www.computerworld.com>

**File Segment:** Review

**Record Type:** Product Analysis

**Grade:** Product Analysis, No Rating

**Revision Date:** 20020830

If corporate IT buyers study up on licensing, **pricing**, **cost** of maintenance, and buying consolidation techniques, they can ink **good** deals for enterprise resource planning (ERP) and other enterprise software systems. Corporate IT buyers currently... ..for supply chain and other efficiency enhancements. For instance, Jim Prevo, CIO for Green Mountain Coffee Roasters, says he tries to completely understand the pricing scheme of the vendor, since many... ..seeking early adopters, reference customers, and customers who purchase many software packages at the same time. These **factors** can be discussed to reduce the overall cost of a purchase. Prevo, for instance, negotiated...

14/3,K/2 (Item 1 from file: 625) [Links](#)

American Banker Publications

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0213560

**\* Manager, Refusing to Spook, Keeps Money-Center Stocks**

American Banker - March 2, 1998 ; Pg. 31 ; Vol. 163 , No. 40

**Document Type:** Journal **Language:** English **Record Type:** Fulltext

**Word Count:** 904

**Byline:**

By TANIA PADGETT

**Text:**

...made," said Ms. Tengler, referring to First Union's purchases of Signet Banking Corp. and **Wheat**, First Butcher Singer in 1997. "Investors think too many acquisitions are dilutive. But the company...

...and her team also "rigorously analyze" each company by applying what she calls "12 Fundamental **Factors**."

They include the Buggy Whip **Factor**, or assessing whether the product is obsolete; Niche Value, which determines whether the company has a strong franchise; and assessing if top management has relevant or deep experience. Other **factors** include **price**/earnings ratio, operating margins, and cash flow.

It is this unique analysis that kept Ms...  
...not to the extent that people think."

The company is likely to thrive in this **favorable** interest **rate** environment and strong global economy, she said. And BankAmerica's exposure, she said, is just...

**Company Names (DIALOG Generated):**

...Inc ; Mellon Bank Inc ; Signet Banking Corp ; U S Bancorp ; UBS Asset Management ; Wachovia Corp ; **Wheat**

14/3,K/3 (Item 2 from file: 625) **Links**

American Banker Publications

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0120860

**\* Card Banks Doubt Fees Will Fall**

: Rate Decline Also Considered Unlikely, Survey Finds

American Banker - September 12, 1991 ; Pg. 6 ; Vol. 156, No. 176

**Word Count: 483**

**Byline:**

By YVETTE D. KANTROW

**Text:**

...The bankers group, however, waved its survey as proof that customers are more interested in **good** service than reduced interest rates and annual **fees**.

"**Prices** are very important, as they are in any **commodity** business, but we need to focus on more than interest rates and fees," said Joseph...

...a major feature distinguishing their card program from those of competitors.

Price Is Also a **Factor**

But **price** was also seen as a distinguishing **factor**.

About 55% of survey participants cited interest rates as a big marketing advantage, while 39...

...He said the critics often examine short-term rates to determine bank credit card funding **costs** but ignore long-term rates and less **advantageous**

funding instruments such as commercial paper.

Critics also ignore the intense competition in the industry...

14/3,K/4 (Item 3 from file: 625) **Links**

American Banker Publications

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0090267

**New Ways To Prosper**

American Banker - July 26, 1988 ; Pg. 22 ; Vol. 153 , No. 144

**Word Count:** 1,179

**Byline:**

By Lisl M. Spangenberg

**Text:**

...Leather upholstered goods are experiencing phenomenal sales growth, complicated by soaring prices in the leather **commodities**

market. The segment has come to command nearly 10% of the upholstered furniture market, or...furniture revenues so far, the foreign trade is negligible.

Imports have been a somewhat more **lucrative** area for **fee**-driven financial services, which rely on volume. **Factors**, for example, can eliminate foreign companies' need for letters of credit and investigative credit work...

...the Pacific (the center of wicker and rattan production, a rapidly growing segment of the **market**)."

**Factors** are seizing a growing chunk of the pie in the international furniture trade, as they...

14/3,K/5 (Item 4 from file: 625) **Links**

American Banker Publications

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0063203



## Monetary Policy and the Economic Outlook for 1987 and 1988

American Banker Plus - July 28, 1987 ; Pg. p ; Vol. 152 , No. 146

Word Count: 9,086

### Text:

...was reflected for a time in rising prices of precious metals and other actively traded **commodities**, an event that only served to reinforce the inflation fears that simultaneously were unsettling...was reassuring to the markets. Coupled with complementary actions by monetary authorities abroad and more **favorable** news on **prices** and U.S. merchandise trade flows, the firming of money **market conditions** contributed not only to a turnaround in the dollar on exchange markets but also to...

...of M3, which encompasses a broad range of depository-institution liabilities. But it is another **factor** that appeared most important, particularly in the case of M2. Changes in deposit rates...about a third of total federal expenditures; excluding changes in farm inventories held by the **Commodity** Credit Corporation, real federal purchases were little changed between the second quarter of 1986 and...different categories of imported goods, some of the largest increases have been reported for consumer **commodities**, including autos. Retail prices for a number of items with higher-than-average import proportions...

...related materials as well as increases in a number of other categories.

Prices of primary **commodities** other than petroleum also have increased so far in 1987. In the agricultural sector, crop...

...part of last year's decline that occurred when farmers sold large amounts of the **grain** they had received from the government in lieu of cash payments. Prices of **cattle** and **hogs** also were up markedly into the spring, but, with supplies improving, **cattle** prices have retraced much of their advance, and **hog** futures prices point to declines later this year. Prices of

industrial  
materials, with the exception...

...recurrent episodes of heavy downward  
pressure on the dollar, indications from long-term securities and  
**commodity** markets of heightened inflationary expectations, and  
evidence  
that the economy continued to advance at a...

**Company Names (DIALOG Generated):**

Bank of Japan ; Budget Office ; **Commodity** Credit Corporation ;  
Federal Home Loan Bank ; Federal Home Loan Banks ; Federal Open Market  
Committee ; Federal...

14/3,K/6 (Item 5 from file: 625) **Links**

American Banker Publications

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0012325

**Fed Will Continue on Path Toward Price Stability**

American Banker - November 26, 1982, Friday ; Pg. 4

**Word Count:** 4,524

**Text:**

...and exchange rate developments, and the immediate effects of recession  
on some prices -- most particularly **commodities**. But there is, it  
seems to me, strong reason to believe that the progress toward...year --  
and still more for shorter periods.

The theoretical framework relating credit flows to other  
**variables** such as the gross national product or inflation is less  
fully developed than in the...

...escape the fact that a central bank forecast of interest rates would be  
itself a **market factor**.

To some degree, therefore, in looking to interest rates and other market  
developments for information...

...to me inappropriate for a central bank to regularly forecast interest  
rates, analysis of key **factors** influencing credit conditions and  
prices can be helpful at times. On occasion, we have provided...

...front.

Perhaps, in our semi-annual reporting, we can more explicitly call  
attention to major **factors** likely to influence short- or long-term  
interest rates and the significance for various sectors of the economy. But  
I do not believe interest-**rate** forecasting would be **desirable**  
or long sustainable, and would in fact be damaging to the policy process.

Finally, Mr. Chairman, you have requested a "single composite forecast" of the major economic **variables** by FOMC members. As you are well aware, our present practices is to set forth...

14/3,K/7 (Item 1 from file: 268) [Links](#)

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00403902 80619127 (USE FORMAT 7 OR 9 FOR FULLTEXT)

#### **A retention revolution**

Kropper, Steven

Mortgage Banking , v 61 , n 12 , p 54-62 , Sep 2001 **Document Type:** Periodical; Feature **Language:** English

**Record Type:** Fulltext

**Word Count:** 4,615

...borrower's next loan extends portfolio loan life. And loan life is the most powerful **variable** in valuing the servicing portfolio. \* There are retention strategies that work; this article is written...

...unnatural. Lenders aren't supposed to keep their customers. Money-- especially mortgage money--is a **commodity**. American credit markets are efficient. Loyalty is a myth. Runoff is like your teenager bashing...

...can't do much about it, just be efficient in processing the paperwork.

Depending on **market conditions**, as many as 65 percent of loans may be sourced through mortgage brokers. The top...

...new loans to slip through the servicer's fingers. The brokers are aggressive, nimble, low-**cost** players. They maintain **good** records on their customers and--wait a minute, that's wrong. It is servicers that...

...one of these life events, but even if you could have some forewarning about each **factor**, it would not be that useful.

Yes, life changes correlate with moving, but the timeframe...meager gruel--a thin layer of information that purports to be customized to your needs. **Coffee** shops, insurance carriers, your dentist, your auto repair shop--all send out newsletters that maintain...

14/3,K/8 (Item 2 from file: 268) [Links](#)

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00376396 46547283 (USE FORMAT 7 OR 9 FOR FULLTEXT)

#### **Cyberpayment business-risk management**

Barber, Norman F; Lanz, Joel

Bank Accounting & Finance , v 13 , n 1 , p 17-30 , Fall 1999 **Document Type:** Periodical; Feature **Language:**

English **Record Type:** Fulltext

**Word Count:** 5,844

...the bank's fees, allowing them to better compare services. Being thought of as a **commodity** bank rather than a relationship-driven bank. Information Technology Risk Information technology risk is the...in opportunity costs, because financial operations do not support the objectives of business in a **cost-effective** way.

There are three categories of financial process risk: **price**, liquidity, and credit.

Price. The exposure of earnings or net worth to changes in **market factors** that affect income, expense, or balance-sheet values. For example: Pressure on net-interest margin...

...The exposure to loss as a result of the inability to meet cash flow obligations **cost-effectively** For example:

Loss of **payment** floats due to immediate settlement of cyberpayment activity Credit. The exposure to actual loss or...

14/3,K/9 (Item 3 from file: 268) [Links](#)

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00370933 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**Cultivating agriculture**

Alexander, Timothy J

Secured Lender , v 55 , n 6 , p 60-64 , Sep/Oct 1999 **Document Type:** Journal Article **Language:** English **Record**

**Type:** Abstract Fulltext

**Word Count:** 01910

...selling price. The result is a calculated value of the inventory. See the following example: (**Formula** Omitted)

Sales value: The current amount for which any given product will be sold. The...

...calculated amount carried on the inventory valuation report. We have been unable to find a **good** history of this accounting method. However, the **price** paid for any given **commodity** may not always be fixed or clear because of pooling. (See pooling section below.) If the price paid for an item may, in one specific light, be considered a **variable**, one can appreciate the problem of valuing an inventory against a moving cost.

The NRV...

...purchased on the open market, then the price may be considered fixed. But when the **commodities** are bought via commitments, the price paid to a grower may vary based on future **market conditions**.

A grower may deliver an annual supply of product over a short time, perhaps just...

...prices may be soft, because of the large supply. As the selling season progresses, a **commodity** price could change, perhaps due to a change in demand as supplies dwindle.

Growers desire a mechanism for retaining an interest in the **commodity** after delivery. This hopefully allows the grower to share in any price increase (and decrease) over a season. The mechanism that allows a grower to retain an interest in the **commodity** is called a pool.

When a grower delivers goods to a processor, he may only...

14/3,K/10 (Item 4 from file: 268) Links

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00369251 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**Risk management: Takes on new dimensions**

Marshall, Jeffrey

US Banker, v 109, n 8, p 34-43, Aug 1999 **Document Type:** Journal Article **Language:** English **Record Type:** Abstract Fulltext

**Word Count:** 03152

...will he lost if there is a two-standard-deviation adverse move in the is **market factor** over the period required to liquidate or adequately hedge the position, provided that this is...Quella draws on Mercer research to argue that putative causes for big stock shocksforeign exchange, **commodity** and interest rates bets gone awry, disasters and lawsuits-represented fewer than 6% of the...

...of those price events, he says, were driven by what he describes as strategic risk **factors**, among them major shifts in customer demand, pricing and alignment of products, and customer disaffection. Another Mercer consultant, Scott Laiken, argues that financial risk involving interest rate and **commodity** price movements can largely be handled through products like derivatives, so it's operational and...

...danger. "The cutting edge of risk management is to find better ways to anticipate and **cost-effectively** prepare for operational and strategic risks," he says. Adds Quella: "You need to broaden the...

...you need to properly leverage across the silos." Quella agrees that "a good risk management **model** might look at a portfolio of positions and evaluate how values would shift, and do...

...a non-marketshare approach to looking at assets." Links to Profitability Potential returns, of course, **factor** heavily in risk management strategies. "One of the fundamental challenges of risk management is finding...a financial world that grows ever more volatile, but urgency doesn't mean panic. "Risk **factors** could be a 'skyis-falling' scenario if we didn't think of ways to cope...

...a Chase managing director. Like many large banks, Chase uses a "value at risk" (VAR) **model** to estimate the potential movement of profits or losses. Oakley says Chase economists have developed...in general lag their customers with respect to change-and that's not a winning **formula**, in our experience."

14/3,K/11 (Item 5 from file: 268) [Links](#)

Banking Info Source

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00362475 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**SEC staff addresses financial instruments, business combinations, and goodwill disclosures**

Chevalier-White, Michael

Bank Accounting & Finance , v 12 , n 3 , p 47-57 , Spring 1999 **Document Type:** Journal Article **Language:**

English **Record Type:** Abstract Fulltext

**Word Count:** 06722

...Hedging with Intercompany Derivative Contracts

Some financial institutions have hedged interest rate, foreign currency, or **commodity** price risk by entering into intercompany derivative instruments (for example, a subsidiary of a bank...

...prepare contemporaneous documentation to demonstrate that the notional amount, duration, and risks (interest rate, currency, **commodity**, or other) associated with the intercompany derivative contracts have been offset by contracts with unrelated...

...does not ensure that the specific duration, risks (for example, interest rate, foreign currency, and **commodity**), and notional value of contracts entered into with affiliates have been effectively offset by contracts...the credit risk and included that valuation in a separate adjustment. The sum of the **model** value and the separate valuation adjustment represents the best estimate of fair value of the...

...value using the cash-in method is not a valuation approach that is consistent with **market conditions** as required by SFAS No. 125, "Accounting for Transfers and Servicing of Financial Assets and...

14/3,K/12 (Item 6 from file: 268) [Links](#)

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00357789 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**Value-at-risk: Historical simulation**

Makarov, Victor

Journal of Lending & Credit Risk Management , v 81 , n 7 , p 37-39+ , Mar 1999 **Document Type:** Journal Article

**Language:** English **Record Type:** Abstract Fulltext

**Word Count:** 01967

...be essentially the same as in the recent past.

Past distributions of changes in market **factors** will most likely maintain their shape in the near future.

Their historical distributions can be...

...differences between the models relate to specific techniques used to analyze historical behavior of market **factors** and specific assumptions about shapes of the distributions.

Optimal Look-Back Period

Commonality of the...

...time. In this instance, data from the distant past might have no relevance to current **market conditions**, thus reducing accuracy of the calculations. On the other hand, too few data also will...

...appropriate length of time. We can backtest several models with different look-back intervals. The **model** that produces the most accurate VAR will be the one using the optimal look-back...

...However, comparison of the two graphs also reveals that the normal distribution is not a **good** approximation to the actual distribution for large **price** changes; the large price movements were observed much more frequently than is suggested by the normal distribution **model** (fat tails). Since risk management is mostly concerned with measurement of large losses related to past, then past distribution itself is the best **model** for future distribution. From this point of view, the historical simulation should be inherently the...

...column presents 100 daily changes of the yield. The numbers describe past volatility of the **factor**. Historical simulation models the future probability distribution of the yield changes simply by assuming that...

...typical for small and medium-sized changes, and fat-- tails distribution, for largest changes in **market factors**.

(Graph Omitted)

Captioned as: Figure 1

Forecasting P&L Distribution

The next step is to...

...can be produced by multiplying each yield change from the derived yield distribution by a **factor** of  $-\$1/\text{bp}$  (Figure 2, column 3).

For linear instruments, distributions of changes in market values are just scaled-up or scaled-down distributions of the underlying market **factors**. There are many examples of this relationship, including noncontingent financial instruments, such as equity, FX spot, **commodity**, and low-convexity interest rates instruments. In the more general case of value-market **factor**, the relationship is complicated by nonlinearity. The nonlinear component of price-market **factor** relationship is typical for option-related or convex instruments.

The sensitivities-based method described above...

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00344925 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**Cultivating good citrus loan relationships**

Hewes, J Collins

Journal of Agricultural Lending , v 11 , n 4 , p 25-28 , Summer 1998 **Document Type:** Journal Article **Article**

**Type:** News **Language:** English **Record Type:** Abstract Fulltext

**Word Count:** 01719

...5 million boxes of grapefruit in the 1997-98 season.

Florida ranks second in world **orange juice** production-behind Brazil. Production in both regions has steadily increased, although Brazil is expecting a decline in yields this season.

World demand for **orange juice** has grown, especially in Europe, but demand/movement has not kept pace with production during the past two years. The result has been an overall decrease in fruit prices. **Orange juice** prices bottomed out at 65 cents per pound solid in the fall of 1997 but...

...grove, a long-term horticultural plan needs to be implemented, using best management practices and **cost-conscious** planning. A **good** horticulturist always ...returns? Cash sales, seasonal pools and basis futures contracts are all viable alternatives, depending on **market conditions**.

Dealing with a Default

Lenders should consider several **factors** when a default occurs. Because the grove is a permanent crop, be sure to quickly...

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00316876 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**To service or not to service**

Britt, Phil

America's Community Banker , v 6 , n 8 , p 14-20 , Aug 1997 **Document Type:** Journal Article **Language:**

English **Record Type:** Abstract Fulltext

**Word Count:** 02966

...year in mortgage loans-more than enough servicing for the bank.

"You don't sell **wheat** to the farmer next door who is growing it," Levy explains. "I have nine people...for a specific quarter or for other bank-specific reasons, rather than a change in **market**



conditions.

"With servicing, you need to get into it or you need to be out of...

...president of Great Financial Mortgage of Owensboro, a bank subsidiary.

"We think we have a **good** servicing staff, and that we can provide **good value** for our servicing customers," Boue says.

"The bottom line drives every sale."

Although there are other **factors**, the basic approach is to look at the price an institution is willing to pay...

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00307960 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**The current farmland market**

Brunoehler, Ron

Agri Finance , v 39 , n 3 , p 18-20 , Mar 1997 **Document Type:** Journal Article **Article Type:** News **Language:** English **Record Type:** Abstract Fulltext

**Word Count:** 02040

#### **Abstract:**

...in recent years. Cox believes that Freedom to Farm, because it promises to create fluctuating **commodity** prices, will add volatility to the land market. Fred Greder of Benchmark Agribusiness said that...

...the supply. The supply is tight because it is a good investment and also because **commodity** prices are at a reasonable level.

#### **Text:**

**Commodity** prices have had a roller coaster ride the past nine months. Freedom to Farm, wacky weather and dynamic demand all have contributed to the **grain** price gyrations. But what about farmland prices? Are they fluctuating as fast?

...capital gains tax hit. But Mark doesn't see it that way.

"In my experience, **commodity** prices, interest rates, alternative investments and long-term land values all seem to outweigh concern...

...Prices for some Class 1 land soared to \$3,400 an acre last summer when **commodity** prices were skyrocketing, Mark notes. That is land which produces 165 bu./acre **corn** and 45 bu./ acre **soybeans** on a five-year average. "Prices now have tailed off because of lower

grain prices, and \$3,000 is the current benchmark," he says. "That is an unusually wide...

...present level for the next 9 to 12 months unless we have marked changes in **commodity** prices."

Mark believes that Freedom to Farm, because it promises to create fluctuating **commodity** prices, will add volatility to the land market. "We have seen that already," he notes. "Over the next few years, at least, as agriculture adjusts to those short-term **commodity** price changes, land prices will be more volatile. However, as everybody becomes accustomed to the fact there will be more **commodity** price peaks and valleys than in the past, they will look more at longer-term **commodity** price averages and we should then see greater stability in land prices." Fred Greder, ARA...

...readily available.

"The supply is tight because it's a good investment and also because **commodity** prices are at a reasonable level," Fred notes. "We hear that the high capital gains...

...it's usually to settle an estate, says Fred.

Farmers were the major buyers when **corn** and soybean prices were peaking last summer, Fred reports. Now, investors are the more aggressive ...the Rolling Plains, and the South Plains, with Lubbock as its geographical middle. It includes **cattle** ranches, along with **wheat, cotton, corn, peanuts, milo and hogs**. Twenty-five percent of the nation's **cattle** are fed in that area.

"Within our area there is not much high-quality agricultural...

...I don't see ranch values changing much over the next 12 months," says Jim. "**Cattle** prices should be stable to strong. However, ranch values tend to be affected as much or more by interest rates as by **cattle** prices. In contrast, crop ground is more sensitive to **commodity** prices and those land values over the next 12 months likely will reflect **commodity** prices."

The current farm program will force farmers to practice better risk management, Jim notes...

...effect on land prices. "The top farmers will learn how to handle the volatility in **commodity** prices and even take advantage of it," he says. "In the meantime, good farmland will...

...farms in Michael's southeast Georgia location are moderate-sized family operations which produce tobacco, **cotton, corn** and a few **soybeans**. Very little of the ground is for sale. "Much of this land was purchased back...

...primary buyers.

Sale prices have been steady to up, says Michael. "That trend should continue. **Cotton** has made a comeback in this area; farmers are doing well in general; and the...

...ASFMRA titled, Trends in Agricultural Land and Lease Values. In the booklet they discuss significant **factors** currently affecting

agricultural property values.

The authors say 1996 was a good, profitable year for California agriculture. Below average crop production, nn largely because of adverse weather, brought strong **commodity** prices. That was particularly true for almonds and wine grapes.

There seems to be a...

...That demand resulted in higher open land values in most areas.

The authors describe general **market conditions** in seven regions of California. Here are the reports on two of the regions: Sacramento...

...being limited. Tree crops (almonds, prunes and walnuts) indicate a slightly increased demand. However, few **good**-quality orchards have sold because of strong **commodity prices**. Tree and vineyard development continues to be active. Rangeland sales have increased slightly, with values remaining stable in spite of the depressed **cattle** market. The upper end of the value ranges, especially in the more urban counties, reflect speculative influences.

For the Intermountain Valley, **market conditions** are generally stable, with a slight increase in grazing demand from pressure put on public...

#### Descriptors:

...Commodity prices

14/3,K/16 (Item 10 from file: 268) Links

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00290350 (USE FORMAT 7 OR 9 FOR FULLTEXT)

#### Lending to dairy producers

Moss, Kevin H; Hansen, Gary L

Journal of Lending & Credit Risk Management , v 78 , n 10 , p 30-40 , Jun 1996 **Document Type:** Journal Article

**Language:** English **Record Type:** Abstract Fulltext

**Word Count:** 03764

...pay a much lower price for milk used for nonfat dry milk production. However, the **Commodity** Credit Corporation's (CCC) purchase price for nonfat dry milk under the dairy price support...requiring increased facility investment, also brings opportunities to dairy farmers. The excellent growing conditions for **grain** and forage offer a source of high-quality feed, which because of its abundance, reduces...funding program guaranties. \* Subordinated debt agreements. Participations with other lenders.

The Strategic Credit Risk Management **Model** The **model** developed by John R. Barrickman and John E. McKinley in their book, Strategic Credit Risk...

...and others.

Conclusion

The future of dairy production will be shaped by a multitude of **factors**: The **market** segment in which dairy producers compete will determine individual production strategies and financial service needs ...

...those who can withstand milk price volatility and narrower profit margins during periods of lower **prices** by enhancing efficiency and **cost-effectiveness**. Other dairy producers may choose to supplement production operations with other income sources.

The industry...

14/3,K/17 (Item 11 from file: 268) Links

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00280083 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**Risk-based bank capital: Issues and solutions**

Bliss, Robert R

Economic Review (Federal Reserve Bank of Atlanta), v 80, n 5, p 32-40, Sep/Oct 1995 **Document Type**: Journal

Article **Language**: English **Record Type**: Abstract Fulltext

**Word Count**: 05668

...the loan. In taking a position in the foreign exchange market the risk that it **factors** into the price quoted to its customer. Regulatory interest is not in controlling the risk...

...risk management, much like insurance. Derivatives such as forward foreign exchange contracts, interest rate swaps, **commodity** and financial futures, together with more exotic variants such as caps, swaptions, and structured notes...

...new business line. For a trading desk's portfolio, the primary sources of risk are **market factors**-interest rates, exchange rates, mortgage prepayment rates-not credit **factors**. This environment has led to the discussion of "risk-based capital" assessment.

Risk-based capital...

...capital a bank should hold against possible losses in its trading portfolio. Determining what is **optimal** involves trading off the **costs** of implementation and holding excessive amounts of capital, on the one hand, against the need...

...three major proposals for determining risk-based capital. These are (1) the standard or supervisory **model** approach, (2) the internal models approach, and (3) the precommitment approach. Both the standard and... others minimize the asymmetry between the goals of regulators and the regulated.

The Standardized **Model** Approach. The standardized **model** approach would have a single **model**, designed by regulators, applied to all banks. This approach is designed to keep the reporting burden...

...being excessive and to provide a framework that supervisory personnel can verify. By defining the **model** to be used or determining risk-based capital and by deciding many of the judgment questions that keep **model** builders occupied, the standardized **model** might, in principle, be free of the temptation to "game" the system to reduce capital set-asides. The underlying philosophy of this **model** is to divide securities into broad categories and then to assign weights to these categories...

...to attempt to solve these problems is an exercise in futility. Attempting to adapt the **model** to such circumstances will make it increasingly complex, unwieldy, and costly to implement and monitor...

14/3,K/18 (Item 12 from file: 268) [Links](#)

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00277579 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**Time for change**

Gomez, Lucas

Business Credit , v 97 , n 10 , p 4-9 , Nov/Dec 1995 **Document Type:** Journal Article **Language:** English **Record**

**Type:** Abstract Fulltext

**Word Count:** 02744

...if a customer would extend open-account terms to any of us based on our **good payment** behavior. Chances are that the credit professional will question the business practice of any customer... potential customer, even if the financial condition of the company is weak. Product mix, margins, **market conditions**, and to some extent, corporate culture are key **factors** which play a major role in credit decisions. The point is this: credit professionals want...

...which later are converted into products, subsequently into receivables, and eventually into cash--the same **commodity** that banks supply to customers? If this is the case, why then, are banks precluded...

14/3,K/19 (Item 13 from file: 268) [Links](#)

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00277154 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**Time for a cultural revolution**

Caplen, Brian

Euromoney , v 320 , p 36-41 , Dec 1995 **Document Type:** Journal Article **Language:** English **Record Type:**

Abstract Fulltext

**Word Count:** 06288

...cannot last for ever. The likelihood is that as more parts of the business become **commodities** -- straightforward transactions that can be replicated very simply on a mass scale -- these will be...

...bring volatile businesses under tighter control, and deliver better earnings streams, at a time when **market conditions** are not conducive to an all-out battle with labour. New systems of control and...

...to advise on a wide range of strategic and management issues in return for fat **fees**. They undoubtedly have many **good** ideas, especially if they have had experience in other industries and professions. But on some banking issues their views diverge sharply from those of their potential clients.

The Goldman **model**

The consultants' **model** institution is Goldman Sachs because of its collegial and collectivist culture. The basis of that culture is Goldman's partnership structure which many consultants believe is the correct **formula** for an investment bank. They argue that people businesses where the major assets "go down..."

14/3,K/20 (Item 14 from file: 268) [Links](#)

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00274057 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**Compensation and credit risk management, Part 2**

Larr, Peter

Journal of Commercial Lending , v 78 , n 3 , p 28-37 , Nov 1995 **Document Type:** Journal Article **Language:**

English **Record Type:** Abstract Fulltext

**Word Count:** 03597

...credit risk management, continuity may be an essential element to fulfilling corporate purposes and goals. **Factors** affecting continuity include the availability and fungibility of skills, competitive forces, and customer expectations.

Skill...

...In addition, both continuity and skill premium issues are important in such businesses as financing **commodity** traders. The degree to which a skill premium must be incorporated into a plan to ensure top performance will be affected by the same **factors** as those influencing continuity.

Performance Evaluation

Once a compensation program and its subplans have been...

...to be achieved. Many approaches exist. Some are excellent, some are probably counterproductive. It is **worth** noting that an evaluation process--no matter how **good**--cannot overcome a poorly structured plan. Personally, I have found that an evaluation process based...

...and the possibility of losing the individual (be it driven by the employee or by **market factors**) is a good framework for implementing a compensation plan.

More often than not, if a...

14/3,K/21 (Item 15 from file: 268) Links

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00241865 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**Derivatives: The realities of marking to model**

Beder, Tanya Styblo

Bank Accounting & Finance , v 7 , n 4 , p 4-12 , Summer 1994 **Document Type:** Journal Article **Language:**

English **Record Type:** Abstract Fulltext

**Word Count:** 04313

...dramatically. In the United States, reports, recommendations, regulations, or proposed legislation were released by the **Commodities** Futures Trading Commission, the Securities and Exchange Commission, the Office of the Comptroller of the...of the limitations of interpolation is "pricing" an 8-year interest-rate swap in a **model** that includes a 5-year and a 10-year benchmark price. Depending on the shape...

...line versus an alternate interpolation technique (for example, spline) will produce substantially different mark-to-**model** values for the 8-year swap. A second example is a **model** that views a 10-year interest-rate swap as a series of forwards. For long...

...9 years). As in the case of interpolation, extrapolation of known markets produces mark-to-**model** risk because there is no guarantee the market will trade to your **model**.

#### ALGORITHMS AND FUNCTIONS

Dealers and end users employ numerous algorithms and functions in models. For the same type of derivative, especially options-based derivatives, models produce diverse mark-to-**model** values when given the same raw data. This is true for both proprietary and off...

...and auditor of models is to determine how much the results of the firm's **model** vary from the results of other models that may set market **prices**. In accordance with **good** market practice, most dealers and an increasing number of end users employ models to perform an expected return or maximum exposure measurement in addition to the current mark to **model**. Common scenarios analyzed range from "most probable" to "worst-case." The quality of such measurement...

...increasing complexity and optionality of many derivatives has made scenario selection considerably harder. Dozens of **factors** affect **price** and possible outcomes, making the ability to select "expected"

or define "maximum" virtually impossible.

In...

...The report further recommends that stress tests should be designed "to measure the impact of **market conditions**, however improbable, that might cause market gaps, volatility swings, or disruptions of major relationships, or...

...end users evaluate risk by analyzing small parallel shifts in the yield curve and other **variables** to test sensitivity. Current good market practice recommends going far beyond this. Stress testing should include small as well as large moves for all relevant **variables**. This is due to the fact that for some portfolios, the absence of volatility may...

...than large moves.

While a number of dealers stress test market assumptions, few stress test **model** assumptions. Stress testing **model** assumptions is recommended, whether your firm's **model** employs scenario analysis, delta equivalents, or simulation to evaluate capital at risk. In the case of simulation, the information obtained by stress testing market and **model** assumptions depends heavily on the following:

- \* the selected probability approach (typically Monte Carlo or binomial ...Carter Beese, Comptroller of the Currency Eugene Ludwig, Federal Reserve Board Governor Susan Phillips, and **Commodities** Futures Trading Commission Acting Chairman Sheila Bair.

2 Compiled quote from recent public comments by...

14/3,K/22 (Item 1 from file: 626) **Links**

Bond Buyer Full Text

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0141504

**Market Wavers; New York City Wades Through Rough Waters**

The Bond Buyer - March 31, 1993 ; Pg. 1(1761) ; Vol. 303 , No. 29121

**Word Count:** 1,940

**Byline:**

By Sean Monsarrat

**Text:**

...face of an avalanche of new bonds.

Among the chief concerns, they said, were rising **Commodities** Research Bureau Index and gold prices.

Some also noted that sellers are more numerous, trying...locking in a



fixed rate  
for the city on the 1994 and 1995 maturities.

Several **factors** hurt the derivatives side of the deal, perhaps most importantly, a downturn in the market...

...risks. If a firm charges too little for a swap, losses can quickly mount as **market conditions** change.

Final pricing and allocation on a deal as large as the city's can take hours. Swap **prices** are only **good** for a few minutes.

The tight time schedule and the dearth of bond insurance capacity...

**Company Names (DIALOG Generated):**

AMT ; Blue List ; Bond Buyer ; BT Securities ; Citicorp Securities Markets ; **Commodities** Research ; Conference Board ; Lehman Brothers ; Merrill Lynch & Co ; Moody 's Investors Service ; Morgan Stanley & Co...

14/3,K/23 (Item 1 from file: 267) **Links**

Finance & Banking Newsletters

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04586224

**Portugal: A growing market at the edge of Europe**

Paola Subacchi

European Venture Capital Journal

December 1,2001 **Document Type:** NEWSLETTER

**Publisher:** SECURITIES DATA PUBLISHING

**Language:** ENGLISH **Word Count:** 2006 **Record Type:** FULLTEXT

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**Text:**

...of new private equity firms in the market and the Internet boom as the major **factors** responsible for the significant increase in the values invested as well as in the number...management and know-how," says Antonio Ribeiro da Cunha.

There are doubts, though, on whether **market conditions**, the institutional framework and cultural attitudes will provide the right set up for Portugal to...Paula Santos the reluctance of families to release control over their companies is another constraining **factor** to private equity activity. "Portuguese families have a majority stake in their companies and it...in the next year," adds Antonio Ribeiro da Cunha. "Even if we focus on added **value** in sectors with **good**

economic opportunities, we still put a big question mark on future development," adds Paulo Magina...

...more optimistic and believes the current market downturn provides a good opportunity to separate the **wheat** from the chaff. "We expect a reduction in the number of companies operating in the...

14/3,K/24 (Item 2 from file: 267) [Links](#)

Finance & Banking Newsletters

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04571601

**Throwing in the Towel On Public Ownership: Weary of bedraggled stock prices, solid companies are going private with the help of LBO firms backing their ambitious growth plans.**

Martin Sikora

Mergers & Acquisitions Journal

October 1, 2000 **Document Type:** NEWSLETTER

**Publisher:** SECURITIES DATA PUBLISHING

**Language:** ENGLISH **Word Count:** 2502 **Record Type:** FULLTEXT

(c) SECURITIES DATA PUBLISHING All Rts. Reserv.

**Text:**

...nervous about heavily capital-intensive businesses," he states. "It's tough for the company selling **commodity** products with no differentiation. The company with EPA (environmental) exposure also has a hard time...

...stock prices and leveraging the company up and adding interest expense may further pummel the **price**. Depressed stocks, moreover, don't make **good** acquisition currencies. Fears that a heavy, albeit much-needed, investment will cause a hiccup in...even if they are not impounded in the stock price.

But there may be other **factors** to contend with. The public company usually is larger than the entrepreneurial or family-owned...

...an escape valve but cobbling the syndicate together takes time. Some of the tougher credit **market conditions** currently challenging private-equity investors in general may, moreover, be exacerbated in a going-private...

14/3,K/25 (Item 3 from file: 267) [Links](#)

Finance & Banking Newsletters

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04563365

**Quality Control At Mother Merrill: Spending Big Bucks to Obtain Best Execution**

Peter Chapman

Traders

March 1, 2000 **Document Type:** NEWSLETTER

**Publisher:** SECURITIES DATA PUBLISHING

**Language:** ENGLISH **Word Count:** 1349 **Record Type:** FULLTEXT

(c) SECURITIES DATA PUBLISHING All Rts. Reserv.

**Text:**

...attributes of BEAMS, Lawlor said. The system will ensure accurate documentation of fills and the **market conditions** existing at the time of the trade. That should eliminate the time-consuming task of...

...firms a two minute benefit-of-the-doubt.' Since August, however, it has begun receiving **OATS** data from all the major firms. **OATS**, or Order Audit Trail System data gives the regulator the time an order was received by a firm. Combining **OATS** data with ACT, or trade reporting data, is expected to make the entire order cycle...

...That should allow NASD Regulation to shrink that two-minute window.

Gira said that the **OATS** data would allow ADS to monitor limit order display, limit ...move to intraday analysis, but says that most firms will gravitate to a T+1 **model**. "They will want to do a trade level analysis on the next trade day," he...

...may not be for everyone. "Very few of the order [entry] firms would find it **cost effective**," Karn said.

Gira is pleased with the efforts on the best execution front, but wants ...

**Company Names (DIALOG Generated):**

Combining **OATS** ; It Works ; Market Systems Inc ; Merrill Lynch & Co ; National Association of Securities Dealers ; NASD Regulation...

14/3,K/26 (Item 4 from file: 267) **Links**

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04562222

**The rush is on! Hoping to avoid past mistakes, Wall Street firms battle for the online fixed-income market**

Ian Springsteel

Investment Dealers Digest

February 14, 2000 **Document Type:** NEWSLETTER

**Publisher:** SECURITIES DATA PUBLISHING

**Language:** ENGLISH **Word Count:** 4586 **Record Type:** FULLTEXT

(c) SECURITIES DATA PUBLISHING All Rts. Reserv.

**Text:**

...online investors would love it. Moreover, just as with online brokerage, the medium made it **cost effective** to sell small pieces of such deals to individuals.

The idea, naturally, was soon grasped...IPO mandate, as co-lead for Espernet.com's debut, was pulled due to poor **market conditions** for Espernet's segment. Timothy Newell, managing director of corporate finance, says he is hardly...to be simply a distributor of other firms IPOs; that's not a powerful business **model**. The way a bank adds value is to find great deals and bring them to information is made available in an instant, and proprietary information is becoming a **commodity**. The Internet is changing the value proposition of what Wall Street provides, to institutions and...servicing new, perhaps smaller clients."

To be sure, this industry-wide push will also further **commoditize** the debt issuance process, further eating away at margins on all types of new issuance...margin pressure or disintermediation in those product areas.

"The Internet is great when used for **commodity** products and services, such as trading equities or placing plain vanilla fixed-income securities, and to Web-enable the distribution of information and other processes. But in the non-**commodity** areas, such as placing IPOs, its value is more limited," says one fixed-income banker...

...systems at the Wall Street firms are using the Internet to extend their existing service **model**, the research and sales force. But what's the value of all those people if...

...already. The result is that the Web will have significant implications for the sell-side **model**, the outcome of which has yet to be realized."

Whatever the future, one thing is...

14/3,K/27 (Item 5 from file: 267) [Links](#)

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04557849

**Taking Steps to Measure Success: IROs Can Look to Process Issues to Judge Their Worth**

Staff Reports

Investor Relations Business

November 1, 1999 **Document Type:** NEWSLETTER

**Publisher:** SECURITIES DATA PUBLISHING

**Language:** ENGLISH      **Word Count:** 1111      **Record Type:** FULLTEXT

(c) SECURITIES DATA PUBLISHING All Rts. Reserv.

Text:

...is difficult to measure. The most obvious yardstick, stock price, is too affected by intangible **factors** to be reliable. So what can IROs do to prove that they are earning their keep?

The answer, it seems, is to find a number of measurable **factors** that are directly affected by the IR function, and in which cumulative data will help...

...to allocate money more efficiently and communicate that impact to your CEO," Cook said.

Those **factors** that can be measured are process issues like conference calls, meetings, publications, mailings and the...

...Cook added, pointing out that management's time is a considerably expensive but often overlooked **commodity**.

#### Intangibles Affect Stock Price

The intangible **factors** on top of these measures are what makes stock price so unpredictable, and which ultimately means that stock price depends on **market conditions**. Although the information that forms the basis of a market valuation comes from the company...said.

Also, because individual investors are so numerous, running a retail program can be very **cost-effective**. "Retail programs are not **expensive** on a **cost-per-investment** dollar basis. It can be done without a lot of senior management time as well, and when you put that cost into the **equation**, these plans become very price-competitive," Cook said.

Other intangibles were uncovered by a recent...

...can be measured over time, and there is a confluence between financial and non-financial **factors**. If IROs don't **factor** in both, then they will miss out on a large chunk of the **equation**, Bellenchia said.

Another way of thinking about the problem may be to examine the difference...holders of a company tend to have higher-than-average scores, hinting that non-financial **factors** also form part of a fund manager's investment decision. "This is a strong argument..."

14/3,K/28 (Item 6 from file: 267) [Links](#)

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04552745

**Borrowers, Keeping investors buying**

Euromoney

June 10, 1999 Page: 134 Document Type: NEWSLETTER

Publisher: EUROMONEY ELECTRONIC PUBLICATIONS

Language: ENGLISH Word Count: 3820 Record Type: FULLTEXT

(c) EUROMONEY ELECTRONIC PUBLICATIONS All Rts. Reserv.

**Text:**

...echoes the company's recipe for success. It was a combination of "excellent marketing, efficient **pricing**, **good** market timing, and an orderly syndication process," he says.

AT&T has been almost completely...floating-rate market had been dominated by small transactions, which rarely exceeded EUR 500 million.

**Market conditions** led to the decision to issue a floater. "Investors were particularly asking for this kind...

...that financial environment.

"Our policy is to be present in the bad and in the **good** times and that especially **pays** off in a country such as Japan where the market is still very much relationship...from Ba2 to Baa3, keeping, in both cases, the positive outlook. But the most important **factor** was that KDB now matched the rating of the Republic. "That was the key. You...deal, which was increased from an initial EUR 200 million and priced at 393bp over **OATs**, with the dollar tranche at 355bp over. Both are now trade through 300bp over. "After...

14/3,K/29 (Item 7 from file: 267) **Links**

Finance & Banking Newsletters

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04548725

**Abandoned In the Storm**

Christopher O'Leary

Investment Dealers Digest

April 26,1999 **Document Type:** NEWSLETTER

**Publisher:** SECURITIES DATA PUBLISHING

**Language:** ENGLISH      **Word Count:** 4679      **Record Type:** FULLTEXT

(c) SECURITIES DATA PUBLISHING All Rts. Reserv.

**Text:**

...throughout the first quarter: Unisource Worldwide Inc, School Specialty Inc., Standard Pacific Corp., C&H **Sugar** Co., and USA Global Link Inc. Lavipharma, a Greek pharmaceutical company, even blamed the war...

...category, or further, disgust with start-up companies that have the hubris to assume that **market conditions** were the same as

before the freeze-out in late 1998.

The CompleTel deal, underwritten...over how much responsibility the Street has to keep the junk market liquid.

The key **factor** is that the top junk investors, such as Fidelity Investments, Alliance Capital Management L.P...s newfound tenets. The trend now is away from small deals, a push for more **favorable pricing**, and most of all, a genuine distrust of emerging market deals.

"Underwriters have to respect **market conditions** and structure and price deals appropriate for the market," says Kourakos. "The market has to ...time and there is a palpable investor distrust of the Street? Several bankers say the **model** of the full-service shop, where high-yield underwriting is simply one function of a...

#### **Company Names (DIALOG Generated):**

Alliance Capital Management L P ; Barclays Capital ; Bear Stearns & Co ; C & H **Sugar** Co ; Chase Manhattan ; CompleTel Europe NV ; Consec Capital Management Inc ; Credit Suisse First Boston ; CIBC...

14/3,K/30 (Item 8 from file: 267) **Links**

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04545783

#### **Deals of the Year, Cashing in on Telebrgs. (2 of 2)**

Euromoney Magazine

February 10, 1999 **Page:** 58, 060 **Document Type:** NEWSLETTER

**Publisher:** EUROMONEY ELECTRONIC PUBLICATIONS

**Language:** ENGLISH **Word Count:** 3100 **Record Type:** FULLTEXT

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#### **Text:**

...a price that made sense to LIPA.

The second tranche of \$1.5 billion, a **variable** rate bond, was divided into six series of \$250 million each. Warren says: "We segmented...million) seven-year tranche were launched at 573bp over US treasuries and 681bp over Ecu **OATs** respectively. These prices were higher than on the previous Hermes deal, but the coupon is...offshore and swapping it, they can receive renminbi with equipment behind it," says Allen.

Dire **market conditions** had little effect on the success of the deal. "It was concluded after five years...the company. The combination of

the two makes for a stronger asset class. "There is **value** in bundling," says Klein. "There is a high percentage of **good** Italian movies, which is combined with very good Hollywood movies." Cecchi Gori is highly leveraged...

14/3,K/31 (Item 9 from file: 267) **Links**

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04539558

**Trade Finance a Supplement to Project Finance, Latin American commodities, In tune with Latin producers**

(Project and Trade Finance

September 10, 1998 **Page:** 27, 029 **Document Type:** NEWSLETTER

**Publisher:** EUROMONEY ELECTRONIC PUBLICATIONS

**Language:** ENGLISH **Word Count:** 2592 **Record Type:** FULLTEXT

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**Trade Finance a Supplement to Project Finance, Latin American commodities, In tune with Latin producers**

<<BL>>

**With the growth of global markets and free trade in Latin America, financing for commodity business is expected to continue to evolve towards more sophisticated structures. Jacques Vaney, director, and...**

**Text:**

<<BL>>

With the growth of global markets and free trade in Latin America, financing for **commodity** business is expected to continue to evolve towards more sophisticated structures. Jacques Vaney, director, and...

...BL>>

Despite the impressive growth of the service and manufactured goods sectors in recent years, **commodity** flows, both imports and exports, remain a vital component of the economic activity of Latin America. Before the 1990s, financing of **commodities** in Latin America was done largely with the support of local banks and state governments. Foreign banks, multinational corporations and trading companies were active participants in financing these **commodity** flows, but usually within the context of structures that had local bank or governmental support.

<<BL>>

The objective of this article is to discuss the development of **commodity** financing in Latin America, current trends, and the perspective of Warburg Dillon Read\* (WDR) in arranging **commodity**



based financings in the region.

<<BL>>

WDR has a long history of activity in financing of metals, energy and **agricultural commodities**, and is increasingly active in emerging markets.

<<BL>>

The Latin perspective

<<BL>>

With a population...

...the ensuing debt crisis of the 1980s, Latin governments had to maintain support for key **commodity** producers and manage scarce foreign exchange reserves for the purchase of essential **commodity** imports such as oil into Brazil and **wheat** into Mexico.

<<BL>>

Since the debt crisis, three important **factors** have transformed the economies of the region, with a commensurate impact on **commodity** finance. First, the globalization of the world economy and economic liberalization has resulted in a...

...and Mexico increased by over 290% during this period to \$390 billion in 1997, with **commodity** products accounting for a significant portion this total activity.

<<BL>>

The development of regional trade...

...NAFTA and

Mercosur have had a particularly strong impact in Latin America.

The second important **factor** is the relative political liberalization that has occurred throughout Latin America. The shift from military readily available to foreign business interests and, more importantly, as local Latin **commodity** players have access to market information in more developed nations.

<<BL>>

For example, small soyabean...

...soyabeans on the

Chicago Board of Trade and trade their product on that basis.

These **factors** coupled with stable, though imperfect, legal systems have enabled the private sector to develop substantially...

...much of the growth coming from direct foreign investment.

<<BL>>

Today, the vast majority of **commodity** products are priced or indexed in dollars both in the international markets as well as...

...important basis from which dollar funding can be achieved.

<<BL>>

Historically, the bulk of local **commodity** financing came in the

form of local bank loans or indirectly via letters of credit...

...international

trading companies, multinationals or foreign banks. In conjunction with the growth in Latin American **commodity** trade has come a more competitive market. Increased competition has forced international **commodity** buyers (and suppliers) to provide credit without requiring the additional cost of local bank support...

...of the Latin private

sector versus the limited resources of the local banks. As the **commodity** buyers and suppliers are confronted with growing credit requirements to expand business in Latin America...

...foreign banks have significantly increased their local presence in Latin America.

<<BL>>

Comparative analysis

<<BL>>

**Commodity** finance in all markets is basically the same. Producers need financing to grow, mine, extract or process the raw **commodity** which is then sold to traders or manufacturers, who in turn require financing for inventories and receivables. For **commodity** companies, the ability to manage price risk and logistics is the key to success. For **commodity** financiers, the key is to understand the underlying markets, and how the client manages these risks.

<<BL>>

Traditionally, **commodity** finance has been an asset protection business, with lending by commercial banks to support the...success, since most countries have prohibitive tax barriers to such transactions. As a result, direct **commodity** financing in Latin America from foreign banks has tended to be provided on more of...

...with

repayment coming from delivery of product under a firm offtake contract. For the smaller **commodity** players (particularly those with more of a purely domestic base of operations), the local banks...

...the primary source of liquidity.

<<BL>>

With the expansion of the private sector described above, **commodity** players have had increasing needs. Also, the increased competition to both supply and source **commodities** from Latin America has forced OECD companies (in conjunction with the OECD banks) to develop...

...significant level of performance

risk. By substantially reducing the financing risk to that of performance, **commodity** exporters can achieve a risk profile that is superior to the underlying sovereign risk. The result has been

a substantial growth of access for Latin American **commodity** players to the international financial markets; primarily the commercial bank market, but increasingly the capital markets. This has enabled Latin **commodity** players to achieve longer term financings on more favourable terms.

<<BL>>

In this regard, Latin America has distinguished itself from other emerging markets. **Commodity** flows in the CIS and Africa are typically handled by a small number of players...

...more developed, but not to the same level as that of Latin America.

<<BL>>

Approaching **commodity** finance

<<BL>>

Few banks can claim a leading global presence in **commodity** finance and a long track record of structuring innovative value-added financings.

<<BL>>

Central to the WDR approach is a focus on the underlying **commodity** markets, the key global players, and the fundamental trade flows that result from the supply-demand relationship of each specific **commodity**. Each financing is then tailored to meet the specific needs of the borrower and structured to mitigate the risks associated with a particular **commodity** or local market. Importantly, the financings are also structured to optimise local tax and accounting...

...can provide significant additional benefits.

<<BL>>

WDR has an strong track record in Latin American **commodity** based financings, with varying tenors and covering different **commodity** markets. The recently closed \$500 million financing for Brazil's Ceval Alimentos represents an interesting case in point.

<<BL>>

Ceval:

<<BL>>

In November 1997, the Bunge Group, a global **commodity** trading and food ...credit backed by the company's export shipments.

<<BL>>

Based on the bank's strong **commodity** experience and longstanding relationship with Bunge, WDR was mandated as joint arranger and syndication agent...

...in the world. Its parent company, Bunge International, has a 180 year track record in **commodity** trading. Since Brazil consistently produces soyabean meal which exceeds its domestic needs, there is little...

...consistently increasing, so the flow would be steady. Finally, since soyabeans are a very liquid **commodity**, and Brazil is the world's second largest producer (with nearby

Argentina third), product availability...

...transaction's fundamentals worked  
in concert with the bank's approach.

<<BL>>

Notwithstanding, the strong **commodity** and trade fundamentals of the deal, difficult **market conditions** in general for emerging markets, and for Brazil in particular, made the syndication of the...

...success, raising \$500 million, despite being originally marketed at \$350 million. It represented the largest **commodity** trade financing in Latin America in 1998, and the largest ever in Brazil, raising funds...

...a very attractive interest margin. With an average spread of 1.6% over Libor the **pricing** is highly **favourable** versus the current average Brazilian corporate spreads, which were in excess of 3.5%. The...

...by the financial community on the quality of the obligor, the fundamentals of the underlying **commodity** flow, and strength of the deal structure.

<<BL>>

Looking ahead

<<BL>>

Latin America is an increasingly sophisticated consumer of financial services. The requirements to finance **commodity** trade flows will remain substantial and, as a result, will require new financing structures.

<<BL...>>

...without creating a prohibitive tax event will have a big influence on the future of **commodity** based financings in Latin America.

<<BL>>

Special legislation is proposed in many countries to facilitate...

...asset based lending, but much work needs to be done. With this evolution, Latin American **commodity** players will continue to increase their access to international capital.

<<BL>>

The fundamental trade flows...

...important hedge to emerging market volatility, but will not eliminate inherent performance risks. As such, **commodity** finance will remain a challenging business for which the best risk mitigant is to know...

...Bank Corporation. Jacques Vaney has 11 years and Hunter Smith more than six years experience

commodity

banking.

<<BL>>

Imports and exports US\$ millions

	1994	1995	1996	1997
Argentina				
Imports	21,590...			

...8

Industrial Products	17.8
---------------------	------

Oil, Energy, Other	2.3
--------------------	-----

Brazil Exports 1997	% of total
---------------------	------------

Coffee Beans	4.8
--------------	-----

Cocoa Beans	1.5
-------------	-----

Manufactured Goods	55
--------------------	----

Soyabeans	4.6
-----------	-----

Iron Ore	5.3
----------	-----

Other	29...
-------	-------

14/3,K/32 (Item 10 from file: 267) Links

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04539557

**Trade Finance a Supplement to Project Finance, Cover story, Serious concerns for producers**

(Project and Trade Finance

September 10, 1998 **Page:** 19, 022 **Document Type:** NEWSLETTER

**Publisher:** EUROMONEY ELECTRONIC PUBLICATIONS

**Language:** ENGLISH **Word Count:** 3728 **Record Type:** FULLTEXT

(c) EUROMONEY ELECTRONIC PUBLICATIONS All Rts. Reserv.

**Text:**

...the general loss of confidence in Russia can only increase their financial difficulties.

<<BL>>

Analyst **Maxim** Basov of MFK Renaissance, acknowledging the short-term advantage for the big exporters, states: "For...

...term effects of devaluation will be less palatable, says Basov. With metals markets oversupplied, and **commodity** prices down, competition between Russian exporters will be exacerbated. According to Basov, listed companies that...lends to a metals producer - in which it also has a shareholding - at a high **rate** of interest. It is a **good** way of avoiding **paying** taxes. It makes sure there is a regular flow of cash through the bank's...

...sector than in metals - and this is also a sentiment echoed by the other major **commodity** banks operative in Russia. "We have been selective. In steel, we at first focused on...precisely the sort of company that will be tested to the full in the difficult **market conditions** following devaluation. Mechel's strongest card is that it has an important share of the...has helped us to find the means to finance production and trade."

<<BL>>

Combination of **factors**

<<BL>>

Companies like Tulachermet could suffer worst following the August crisis.

<<BL>>

Pushkirev says: "The...or by way of a western trading company. Deals will remain short-term and structured **commodity** finance will, for some time to come, be the only game in town. The financial...

14/3,K/33 (Item 11 from file: 267) **Links**

Finance & Banking Newsletters

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04539452

**INTERNATIONAL BOND ISSUES, Ecu/euros, Ente Nazionale per l'Energia Elettrica (ENEL)**

Euroweek

September 25, 1998 **Page:** 28, 029 **Document Type:** NEWSLETTER

**Publisher:** EUROMONEY ELECTRONIC PUBLICATIONS

**Language:** ENGLISH **Word Count:** 2510 **Record Type:** FULLTEXT

(c) EUROMONEY ELECTRONIC PUBLICATIONS All Rts. Reserv.

**Text:**

...re-offer: 38bp over the interpolated 5.25% April 2008 and 8.25% April 2022 **OATs**

Launched: Wednesday September 23

Joint books: Merrill Lynch, Paribas

Borrower's comment:

We have been...

...to be correct.

The issue was a strategic one so we wanted to get the **price** right and to leave a **good** taste in investors' mouths. We are pleased to have achieved that.

We believe that in...a book immediately so that we could print the deal as soon as the perfect **market conditions** were in place.

We felt conditions were ideal on Wednesday. The Italy Ecu benchmark had...

...terms of investor recognition and funding levels in the future.

Paribas - One of the key **factors** in the successful execution of this deal was the amount of time and flexibility we...out.

We could therefore go ahead without being a hostage to changing conditions, with definite **price** talk deferred to nearer launch.

Bond markets looked quite **good** in the few days before launch and there was more issuance than in recent weeks...

...ENEL would need to pay over the sovereign bond would be less volatile than over **OATs**. That turned out to be the case as sovereign spreads moved a lot in the...10bp to 15bp and we priced the issue at 11.5bp over Italy, 38bp over **OATs**.

The deal tightened to 34bp over on Thursday on the back of general market tightening...

14/3,K/34 (Item 12 from file: 267) [Links](#)

Finance & Banking Newsletters

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04536626

**US capital markets, Crossing capital market boundaries**

Euromoney Magazine

July 10, 1998 **Page:** 140, 142 **Document Type:** NEWSLETTER

**Publisher:** EUROMONEY ELECTRONIC PUBLICATIONS

**Language:** ENGLISH **Word Count:** 3597 **Record Type:** FULLTEXT

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**Text:**

...had a good look at them, added some twists, and done a few billion dollars **worth**

of business.

High-yield debt is a **good** example. It's at the cutting edge in the European fixed-income market, but for...figures. "The default rate is artificially low, it ought to be higher," he says. "The **variable** we cannot capture in our analysis is the degree of forbearance on the part of...it offers a perfect example of the structure's advantages. "Because Pioneer is a cyclical **commodity** chemicals manufacturer you have a difficult time predicting cashflows. That makes it hard to set...be gimmicks with a thin life," suggests one market participant. "It often attests to unusual **market conditions** in which companies can no longer sell a good old high-yield bond and so...

...put bond. With long-term yields at historical lows and a flat yield curve - perfect **market conditions** for issuing put bonds - volume of issuance in 1998 is about to overtake the \$13...argue that rapid growth of the Reit market since 1993 has been a major contributing **factor** in the boom in US capital markets.



? d s

Set	Items	Description
S1	6363540	S FORMULA? ? OR VARIABLE? ? OR FACTOR OR FACTORS OR EQUATION? OR MATRIX OR MODEL OR SPECIFICATION? ? OR THEOREM OR MAXIM
S2	134636	S PRE()(DEFIN? OR SET OR DETERMIN? OR ORDAIN? OR ESTABLISH? OR DESIGNATE?) OR PRESELECT? OR PREDETERMINE? OR PREORDAINE? OR PREESTABLISH? OR PREDESIGNATE? OR PREDEFINE?
S3	16404563	S FACTOR OR FACTORS OR QUALIT??? OR ELEMENT? ? OR CHARACTERISTIC? ? OR PECULIARIT??? OR FEATURE? ? OR ATTRIBUTE? ? OR PROPERTIES OR SPECIFICATION? ? OR PARTICULAR? ? OR VARIABLE? ? OR REQUIREMENT? ? OR NEED? ?
S4	492277	S (TIME OR PRICE OR TREND OR MARKET)(1N)(FACTOR? ? OR CONDITION? ?)
S5	2239906	COMMODIT??? (2N) AGRICULTUR? OR COMMODIT??? OR HOG? ? OR CATTLE OR PORK()BELLIES OR SOYBEANS OR GRAIN OR CORN OR OATS OR WHEAT OR CANOLA OR RICE OR COFFEE OR COCOA OR COTTON OR ORANGE()JUICE OR SUGAR OR LUMBER FROM 9, 275, 621, 636, 16, 160, 148
S6	20083235	S FEE OR FEES OR PRICE? ? OR PRICING OR CHARGE? ? OR COST? ? OR RATE OR VALUE OR EXPENS??? OR PAY??? OR PAYMENT? ? OR WORTH
S7	5588837	S FAVORABLE OR FAVOURABLE OR BENEFICIAL?? OR GOOD OR ADVANTAGEOUS OR ACCEPTABLE OR COST()EFFECTIVE? OR DESIRAB? OR LUCRATIVE OR OPTIM??
S8	508301	S (S2(10N)S3) OR S4
S9	1582862	S S7(10N)S6
S10	3887	S S8(10N)S9
S11	754	S S10(S)S1
S12	49	S S11(2S)S5
S13	31	RD (unique items)
S14	13	S S13 NOT PY>2001

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[File 9] **Business & Industry(R)** Jul/1994-2006/Dec 11

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[File 275] **Gale Group Computer DB(TM)** 1983-2006/Dec 11

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[File 621] **Gale Group New Prod.Annou.(R)** 1985-2006/Dec 07

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[File 636] **Gale Group Newsletter DB(TM)** 1987-2006/Dec 08

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14/3,K/1 (Item 1 from file: 275) Links

Gale Group Computer DB(TM)

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02411009 **Supplier Number: 62827540 (Use Format 7 Or 9 For FULL TEXT)**

**Seeking the solution to selling.(Industry Trend or Event)**

Marsden, Dan

Computer Weekly , 62

May 18 , 2000

ISSN: 0010-4787

**Language: English Record Type: Fulltext**

**Word Count: 796 Line Count: 00061**

...be handy, but the principle remains the same -- the point closest to the client's **specifications** represents cars that he/she is most likely to buy. This method can be applied to any set of **variables** and data.

Applying this approach to e-commerce sites will help users get genuinely useful...

...from relational databases on the Web. In turn, this could revolutionise the marketing of non-**commodity** products like holidays.

Dan Marsden is technical director at NCorp.

14/3,K/2 (Item 1 from file: 621) Links

Gale Group New Prod.Annou.(R)

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01786299 **Supplier Number: 53547697 (USE FORMAT 7 FOR FULLTEXT)**

**Celanese Canada's 1998 Results Reflect Asian Crisis, Downward Cycle.**

PR Newswire , p 1930

Jan 11 , 1999

**Language: English Record Type: Fulltext**

**Document Type: Newswire ; Trade**

**Word Count: 1542**

...s results. Lower methanol prices and a general decline in prices and volumes for other **commodity** chemicals were the major **factors** affecting this business. Higher costs for natural gas, the main feedstock for methanol, were partially offset by **favorable** butane **costs**

``The difficult **market conditions** experienced in 1998 will likely continue into 1999,`` said Whitcomb. ``As a result, we expect ...

...1999 earnings to be weaker, given the cyclical low and excess world-wide capacity for **commodity** chemicals.``

Celanese Canada Inc., one of Canada's top 300 companies, employs 1,500 people...

14/3,K/3 (Item 2 from file: 621) [Links](#)

Gale Group New Prod. Annou.(R)

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01505717 Supplier Number: 47221794 (USE FORMAT 7 FOR FULLTEXT)

**Lindsay Manufacturing 2nd-Qtr Revenues Rose 20%, Net Gained 16%; Capitalizing On North American Market**

PR Newswire , p 318CLTU007

March 18 , 1997

**Language:** English **Record Type:** Fulltext

**Document Type:** Newswire ; Trade

**Word Count:** 1567

...s top-line growth goal of 5 to 10 percent for the year," stated Parker. "Market conditions remain favorable as above average commodity pricing continues to strengthen the U.S. farm economy. The spring planting is complete in the...

...capacity utilization, Lindsay has positioned itself to effectively capitalize on opportunities created by these market factors." Parker concluded that "based on promising market conditions, as well as our strong first and...

14/3,K/4 (Item 1 from file: 636) [Links](#)

Gale Group Newsletter DB(TM)

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03985514 Supplier Number: 53064338 (USE FORMAT 7 FOR FULLTEXT)

**-ECONOMIC RESEARCH SERVICE: Agricultural income and finance -- Part III of III.**

M2 Presswire , p NA

Oct 6 , 1998

**Language:** English **Record Type:** Fulltext

**Document Type:** Newswire ; Trade

**Word Count:** 7801

...near \$26.8 billion, and the expenditures associated with this production (intermediate consumption outlays and factor payments) was up \$1.3 billion. Factor payments were up by \$218 million due to the higher labor costs. The net result...

...percent decline in net farm income earned by farm operators. California

produces mostly high valued **commodities** with much of the water requirements supplied through irrigation. As a consequence, its production is generally less susceptible to the vagaries of the weather. Except for **rice**, California is also not a leading **grain** producer, and therefore escaped the problems associated with declining **grain** prices that plagued the Northern Plains and to a lesser extent the Midwest, which benefited from **favorable** soybean **market conditions**.

Oklahoma had the largest gain in net **value-added** (49 percent). Because operators bear the risks of production and reap most of the operators also had the biggest percentage gain in net farm income (96 percent). **Cattle** comprised 46 percent of **commodity** sales in Oklahoma and 1997 was a good year for **cattle** producers.

#### **Cattle and Dairy Leading Commodities in Cash Receipts**

**Cattle** and calves remained the top generator of cash receipts for 1997, as sales surged \$5 billion or 16 percent. In fact, sales of **cattle** and calves are still \$3.3 billion or 8.3 percent below the peak attained in 1993 but 1997 represented a significant reversal of the slide. Historically, **cattle** production and the related herd size have followed the existence of a multiyear cycle and indications are that **cattle** had previously been in the downward phase of that cycle. As the largest of the animals produced in significant quantities, **cattle** have by far the longest gestation period and the longest growth stage, which contribute to...

14/3,K/5 (Item 1 from file: 16) **Links**

Gale Group PROMT(R)

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02745913 **Supplier Number: 43676710 (USE FORMAT 7 FOR FULLTEXT)**

#### **BREWING UP**

Housewares (UK), p 24

March; 1993

**Language:** English **Record Type:** Fulltext

**Document Type:** Magazine/Journal ; Trade

**Word Count:** 4429

...who buy such products are not necessarily rich, although a few may be design snobs. '**Coffee** nuts with money and a large kitchen is a good way of describing them,' he...

...re servicing machines which are 10 or 15 years old. They also make damn good **coffee**.'

Although there is no hard and fast way of determining why a consumer purchases a **coffee** maker, there are plenty of suggestions: 'consumer curiosity, a genuine desire for Continental **coffee** in the home and social upward mobility - the luxury element and 'keeping up with the...

...UK.

Of course the design of the product and its packaging can help stimulate the **coffee** maker purchase. Small electricals marketing manager at Tefal, Jean-Francois Barth, says good design can never be underestimated. 'The design of a **coffee** machine is something which attracts the customer first hand; i.e. if it does not look good, the consumer does not tend to investigate further. So important **factors** like **price** and user efficiency - will this make **good coffee**, is it easy to clean, what capacity does it offer - can therefore be overlooked by...

...be stored in the cupboard. But with espresso and cappuccino makers, the consumer - often the '**coffee** connoisseur' - tends to want to give the machine pride of place in the kitchen, no...

...she uses it. Hence the importance of design and appearance.

One way in which filter **coffee** machine manufacturers have attempted to further stimulate purchases is through technological innovations and added value features. This is particularly true in the filter **coffee** sector, which is trying to combat the onslaught of the **coffee** plunger.

Brian Dent, group marketing director at Pifco, with the Russell Hobbs and Salton brands...

14/3,K/6 (Item 2 from file: 16) Links

Gale Group PROMT(R)

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01942563 **Supplier Number: 42479998 (USE FORMAT 7 FOR FULLTEXT)**

**Nationwide Gourmets: Timing is everything**

American Automatic Merchandiser , v 0 , n 0 , p 41

Nov , 1991

**Language:** English **Record Type:** Fulltext

**Document Type:** Magazine/Journal ; Trade

**Word Count:** 1858

...The creation of the division gives Nationwide Gourmet another source of income separate from the **coffee** service. Stones says that the Gourmet Factory is generating \$20,000-\$30,000 per month in sales.

"With the sales of **coffee** being affected by the pricing situation, we wanted to find an area that wasn't affected by the **price factor**," Stones adds. "We can still get a **good price** on our gourmet coffees."

The immediate success of ...Gourmets mailed a holiday brochure to about 35,000 people across the United States.

While **coffee** sales are increasing with the new concept, costs associated with it are moderate. While there...

14/3,K/7 (Item 1 from file: 148) [Links](#)  
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12364422 **Supplier Number:** 62796620 (USE FORMAT 7 OR 9 FOR FULL TEXT )  
**DOES MARKET TIMING CONTRIBUTE TO THE CATTLE CYCLE?**

HAMILTON, STEPHEN F.; KASTENS, TERRY L.  
American Journal of Agricultural Economics , 82 , 1 , 82  
Feb , 2000  
ISSN: 0002-9092  
**Language:** English  
**Record Type:** Fulltext  
**Word Count:** 9514 **Line Count:** 00829

...an atomistic firm, views his or her own output decision as unrelated to the market **price**, it is possible to show that the **optimal** response to an aggregate inventory cycle under stable **market conditions** is countercyclical inventory management. Defining a stock that varies inversely with the expected value of its corresponding aggregate **variable** as countercyclical, we have (8)

PROPOSITION 1. With stable, linear demand functions and convex breeding...

...is countercyclical.

Proposition 1 illustrates a potential source of the market timing effect in the **cattle** cycle: each producer wishes to manage inventories in an inverse relationship with the aggregate level of the breeding stock. That is, a producer who forms future expectations on aggregate **cattle** inventory levels in the **cattle** cycle has an incentive to manage his or her inventory countercyclically.

Proposition 1 has important...

14/3,K/8 (Item 2 from file: 148) [Links](#)  
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12137576 **Supplier Number:** 60590229 (USE FORMAT 7 OR 9 FOR FULL TEXT )  
**News Briefs.(agricultural industry)**

Implement & Tractor , 115 , 1 , 12  
Jan , 2000  
ISSN: 0019-2953  
**Language:** English  
**Record Type:** Fulltext  
**Word Count:** 2140 **Line Count:** 00174

...Listing information about the items offered will include manufacturer, model, type, specifications, list and net **price, condition** and quantity available. The Inventory Clearinghouse is a **good** way to move old and unneeded stock after year-end inventories, according to Patricia A both foreign and domestic markets, according to the American **Corn** Growers Association (ACGA).

"Since last March, US trading customers in Europe, Asia, India, Brazil and...

14/3,K/9 (Item 3 from file: 148) **Links**

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11007417 **Supplier Number:** 54545854 (USE FORMAT 7 OR 9 FOR FULL TEXT)

**Household production of health investment: analysis and applications.**

Goodman, Allen C.; Stano, Miron; Tilford, John M.

Southern Economic Journal , 65 , 4 , 791(1)

April , 1999

ISSN: 0038-4038

**Language:** English

**Record Type:** Fulltext; Abstract

**Word Count:** 7588 **Line Count:** 00620

...be waiting and travel time rather than productive time.

Education, Technology, and Medical Expenditures

The **model** can also clarify the considerable literature on the impact of education and/or schooling on...the labor-leisure choice and the purchase of healthcare inputs in a unified setting, our **model** extends Grossman's pioneering insights and makes them more accessible for a wide range of...

...synthesis of Grossman's work, however, the analysis remains rich and complex. In particular, our **model** emphasizes the importance of **factor** intensity and preferences regarding consumer demand for healthcare inputs in the production of health investment.

**Factor** intensity plays a key role in several applications. Contrast low- and high-wage earners, for...

...will be able to combine more market goods with their leisure time. In this case, **factor** intensity may exacerbate wage rate inequality into further inequality in health investment.

Both the labor...

...nursing homes with the increased opportunity costs of home caregivers.

As we have shown, our **model** further clarifies the distinctions between the expenditure elasticities for health expenditures and health investment (as...

...constant returns to scale, it is necessary that  $d(\text{Lambda})/dC$  (less than)

0. Denoting **factor** intensity of health investment as  $(k_{sub.1})$ , in constant returns function  $i(k_{sub.1})$

...not equal to)  $(k_{sub.C})$ .

Thus, strict convexity occurs if and only if the **factor** intensities differ for two goods. If  $(k_{sub.1}) = (k_{sub.C})$ , that is, if **factor** intensities are the same, then  $d(\Lambda)/d(k_{sub.C}) = 0$ , and the curve is a straight line.

#### Appendix 2: The Impact of Changing **Factor** Proportions

Following Findlay (1970), we assume constant returns to scale, so coefficients  $(a_{sub.gC})$

... $a_{sub.gC}$ ) and  $(a_{sub.1C})$  denote the goods and time per unit of home good output,  $C$ .

These coefficients will vary with the relative **factor** prices (time with the wage rate and the home good with the out-of-pocket market good price), but at given commodity price (e.g., health investment relative to the home good) and **factor** price ratios, the coefficients will be constants.

Denoting the total amounts of goods and time available...

14/3,K/10 (Item 4 from file: 148) [Links](#)

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06159290 Supplier Number: 12854133 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Out-of-print and antiquarian books: guides for reference librarians. (includes bibliography)

Brunet, Patrick J.; Shiflett, Lee

RQ, v32, n1, p85(16)

Fall, 1992

CODEN: RQRQAQ

ISSN: 0033-7072

Language: ENGLISH

Record Type: FULLTEXT; ABSTRACT

Word Count: 5636 Line Count: 00427

...in the evaluation of an item by a bookseller, collector, or librarian in determining a **price**. These are **desirability**, scarcity, and condition. In evaluating an item using the **price** guides described here, each of these areas must be considered.

#### **FACTORS DETERMINING PRICE Desirability**

The **desirability** of a book is the first consideration. Any librarian familiar with the reviews of new...

14/3,K/11 (Item 5 from file: 148) [Links](#)

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05813343 **Supplier Number:** 11897290 (USE FORMAT 7 OR 9 FOR FULL TEXT )

**Southeast Asia regional update. (1985/86-1991/92 cotton production, consumption, forecasts) (U.S. Dept. of Agriculture, Economic Research Service report)**

Andrew, Priscilla

World Cotton Situation , v92 , n2 , p33(16)

Feb , 1992

ISSN: 0145-0875

**Language:** ENGLISH

**Record Type:** FULLTEXT

**Word Count:** 3798 **Line Count:** 00320

...the deciding factor. Efforts to promote U.S. cotton in Thailand, by focusing on non-**price factors**, could be **beneficial**.

[Tabular Data 3 Omitted]

Priscilla Andrew, Tobacco, **Cotton**, and Seeds Division,  
FAS/USDA.

14/3,K/12 (Item 6 from file: 148) **Links**

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05204613 **Supplier Number:** 10712318 (USE FORMAT 7 OR 9 FOR FULL TEXT )

**Food and agriculture in Pakistan - analysis of socio-economic issues.**

Ghouse, Agha M.

Economic Review , v22 , n3 , p75(4)

March , 1991

ISSN: 0531-8955

**Language:** ENGLISH

**Record Type:** FULLTEXT

**Word Count:** 3589 **Line Count:** 00284

...the farmer big or small. Other important complementary factors have been (a) the supply of **good quality** seeds, (b) the timely distribution of fertilizers at **predetermined prices**, (c) the use of appropriate insecticides, (d) the proper and timely availability of irrigation water...

...extension services' arranged by the Government Authorities and Institutions.

Government's |price-support policy' covers **wheat**, **cotton**, **rice**, sugarcane, gram, potatoes, onion, soyabean and sunflower. The assurance of guaranteed returns to farmers plays In the case of crop like raw **cotton**, international factors too influence the

market price trends. The changing support prices year by year...

...and as such the Government of Pakistan has declared the year 1990-91 as the **Wheat Year**'. For promoting output of **wheat** further and eliminate imports, higher support price has been fixed and a 50 per cent...

14/3,K/13 (Item 7 from file: 148) [Links](#)

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02970675 **Supplier Number:** 04368394 (USE FORMAT 7 OR 9 FOR FULL TEXT )

**Ivory Coast; economy appears back on path of sustainable growth. (Business Outlook Abroad)**

Business America , v9 , p16(2)

Sept 1 , 1986

ISSN: 0190-6275

**Language:** ENGLISH

**Record Type:** FULLTEXT

**Word Count:** 1719 **Line Count:** 00140

...A simple, cost-cutting 'home-made' or mimeographed sheet will do considerably more harm than **good** in this increasingly sophisticated market. For items of lower **value**, **price** is the single most important **market** penetration **factor**. For goods with higher value, attractive financing, quality, and the ready availability of local service facilities are the most critical **factors**. Given this framework, however, the U.S. business picture is incomplete without the development and...